

THE INDUSTRIAL ARTS INDEX

TWENTY-FIFTH ANNUAL VOLUME

1937

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY

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PREFACE

The Industrial Arts Index completes its twenty-fifth year of publication with the present annual volume. In it are included the monthly numbers of the Index from December, 1936, thru November, 1937. The indexing of three additional periodicals began with this volume; *Metals and Alloys*, *Commerce Reports*, and *Consumers' Research Bulletin (General Series)*. In addition to the indexing of periodicals, there are included also 2805 book titles and many pamphlets, government and college bulletins, and bibliographies.

M. E. P.

List of Periodicals Indexed

- Adv & Sell**—Advertising and Selling \$3; single numbers 15c. bi-w Robbins Pub Co, Inc, 9 E 38th St, New York
Includes Advertising Arts beginning July 18, 1935
Changed to monthly beginning January, 1938
- Adv Arts**—Advertising Arts. See Adv & Sell
- Aero Digest**—Aero Digest \$3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York
Absorbed Aviation Engineering beginning July, 1933
- Air Commerce Bul**—Air Commerce Bulletin. m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D C
Monthly beginning July 15, 1933
- Am Arch**—American Architect and Architecture. \$3, single numbers \$1. m Hearst Magazines, Inc, 572 Madison Av, New York
Combined with Architecture, June 1936
- Am Assn of Textile Chemists and Colorists.** Proceedings Published in American Dyestuff Reporter
- Am Bankers Assn J.** See Banking
- Am Bld**—American Builder and Building Age \$2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York
- Am Business**—American Business combined with System \$3, single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago
Indexing began August 1935 when it was combined with System
- Am Cer Soc Bul**—Bulletin of the American Ceramic Society \$1.50, single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Cer Soc J**—Journal of the American Ceramic Society \$1.50; single numbers \$1.50 m American Ceramic Society, 2525 N High St, Columbus, Ohio
- Am Chem Soc J**—Journal of the American Chemical Society. \$8.50, m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D C
- Am Concrete Inst J**—Journal of the American Concrete Institute. \$7.50; single numbers \$1.50. bi-m (except JI-Ag) American Concrete Institute, 7100 Second Blvd, Detroit, Mich
Began publication as v 1 (Proceedings, v 26) November, 1929
- Am Dyestuff Rep**—American Dyestuff Reporter. \$5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York
Includes Proceedings of American association of textile chemists and colorists
- Am Gas Assn**—American Gas Association Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York
- Am Gas Assn Mo**—American Gas Association Monthly \$3. m (bi-m JI-Ag) American Gas Assn, 420 Lexington Av, New York
- Am Gas J**—American Gas Journal. \$2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York
- Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. \$10; single numbers \$3. q American Institute of Chemical Engineers, 29 W 39th St, New York
- Am Inst E E J.** See Elec Eng
- Am Inst of Mining and Metallurgical Engineers.** See Min & Met
- Am J Sci**—American Journal of Science. \$6; single numbers 60c. m American Journal of Science, New Haven, Conn.
- Am Mach**—American Machinist. \$3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Am Pet Inst Proc**—American Petroleum Institute Proceedings 50 W 50th St, New York
- Am Soc C E Proc**—Proceedings of the American Society of Civil Engineers. \$8; single numbers \$1. m (except JI and Ag) American Society of Civil Engineers, 33 W 39th St, New York
- Am Soc for Metals Trans**—Transactions of the American Society for Metals. \$5; single numbers \$2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio
Formerly Transactions of American Society for Steel Treating
Changed to quarterly beginning December, 1934
- Am Soc Heat & V E J.** See Heating-Piping
- Am Soc M E J.** See Mech Eng
- Am Soc Steel Tr Trans.** See Am Soc for Metals Trans
- Am Soc T M Proc**—American Society for Testing Materials Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia
- Am Statis Assn J**—Journal of the American Statistical Association. \$6; single numbers \$1.50 q American Statistical Association, 722 Woodward Bldg, Washington, D.C.
- Am Water Works Assn J**—Journal of the American Water Works Association \$7; single numbers 75c. to members 50c. m American Water Works Assn, 29 W 39th St, New York
- Angew Chemie**—Angewandte Chemie RM 48; single numbers RM 1.20 w Verlag Chemie, G m b. H, Corneliustr. 3, Berlin W 35, Germany
- Ann Am Acad**—Annals of the American Academy of Political and Social Science. \$5; single numbers \$2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
- Annalist**—The Annalist \$7; single numbers 20c. w New York Times Co, Times Square, New York
- Arch Forum**—Architectural Forum. \$4; single numbers \$1. m Time, Inc, 330 E 22d St, Chicago
- Arch Rec**—Architectural Record. \$3; single numbers \$1. m F. W. Dodge Corp, 115 W 40th St, New York
- Architecture.** See Am Arch
- Assn of Sp Lib & Inf Bur Proc**—Association of Special Libraries and Information Bureaux Proceedings. 5s annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C 1
- Automobile Eng**—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1
Extra motor show review number published in November
- Automotive Ind**—Automotive Industries. \$1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia
- Aviation**—Aviation. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

- Bankers M**—Bankers Magazine. \$5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York
- Bankers Mo**. See Rand McNally Bankers Mo
- Banking**—Banking; Journal of the American Bankers Association. \$3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York
Formerly American Bankers Association Journal
- Barron's**—Barron's. \$10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York
- Bell System Tech J**—Bell System Technical Journal. \$1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York
- Blast F & Steel PI**—Blast Furnace and Steel Plant. \$2; single numbers 50c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.
- Boston Soc C E J**—Journal of the Boston Society of Civil Engineers. \$4; single numbers \$1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston
Changed to quarterly January, 1934
- Brick & Clay Rec**—Brick and Clay Record. \$5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago
- Bul of Bibliography**—Bulletin of Bibliography and Dramatic Index. \$3; single numbers \$1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston
- Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.
- Bus Transportation**—Bus Transportation. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Business Week**—Business Week. \$5; single numbers 20c w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Can Chem & Met**—Canadian Chemistry and Metallurgy. \$4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago
- Can Eng**—The Canadian Engineer. \$3; single numbers 10c; \$4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2
- Can Min J**—Canadian Mining Journal. \$3. m National Business Publications, Ltd, Gardenvale, Que.
- Chase Econ Bul**—Chase Economic Bulletin. irr Chase National Bank, New York
- Chem Age (Lond)**—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4
- Chem & Ind**—Chemistry and Industry. £4 4s. single numbers 1s 10d w Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry
- Chem & Met Eng**—Chemical and Metallurgical Engineering. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Chem Ind**—Chemical Industries. \$3; single numbers 25c. m Haynes & George Co, 149 Temple St, New Haven, Conn.
Formerly Chemical Markets
- Chem R**—Chemical Reviews. \$9. (\$7 to members of American Chemical Society) bl-m Williams & Wilkins Co, Baltimore, Md.
- Chem Soc J**—Journal of the Chemical Society. £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1
- Chemische Fabrik**—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bl-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany
Changed to a bi-weekly January, 1934
- Chimie & Ind**—Chimie & Industrie. \$30. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France
- Civil Eng**—Civil Engineering. \$5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York
- Coal Age**—Coal Age. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Comm & Fin**—Commerce and Finance. \$5; single numbers 25c bl-w Giant Publishing Corp, 95 Broad St, New York
Suspended publication July 24 to October 16, 1937
- Comm & Fin Chr**—Commercial & Financial Chronicle. \$15; single numbers 35c. w William B. Dana Co, 25 Spruce St, New York
Indexing resumed July 4, 1936
- Comm Rep**—Commerce Reports. \$1.50; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- Comp Air M**—Compressed Air Magazine. \$3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey
- Concrete**—Concrete. \$3; mill ed. \$4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago
- Consumers' Research Bul (Gen bul ser)**—Consumers' Research Bulletin (Not Confidential). \$1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey
- Cornell Eng**—Cornell Engineer. \$1.50. m (except Je-S) Cornell Society of Engineers, 245 Madison Av, New York
Replaces Cornell Civil Engineer and Sibley Journal of Engineering
- Credit & Fin Management**—Credit and Financial Management. \$3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York
- Dom Eng**—Domestic Engineering. \$2; single numbers 25c m Domestic Engineering Co, 1900 Prairie Av, Chicago
- Dun & Bradstreet**—Dun & Bradstreet Monthly Review. \$5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Name changed to Dun's Review beginning February, 1937
- Dun's R**—Dun's Review. \$4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York
Formerly Dun & Bradstreet Monthly Review
- Dun's Statis R**—Dun's Statistical Review. \$1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York
- East Underw**—Eastern Underwriter. \$3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York
- Econ Geol**—Economic Geology. \$5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.
- Economist**—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4
- Edison Elec Inst Bul**—Edison Electric Institute Bulletin. \$2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York
Began publication April, 1933 as successor to N E L A Bulletin
- Elec Eng**—Electrical Engineering. \$12; single numbers \$1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York
- Elec J**—The Electric Journal. \$2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.
- Elec R (Lond)**—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1

- Elec W**—Electrical World. \$4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
 Changed to a bi-weekly beginning September 1, 1934
 Beginning January 11 a News Issue is published bi-weekly alternating with the regular issues
- Elec West**—Electrical West. \$2; single numbers 25c. m McGraw-Hill Co. of California, 883 Mission St, San Francisco, Calif.
- Electrician**—Electrician. 30s; single numbers 6d. w Benn Bros. Ltd, Bouverie House, 154 Fleet St, London, E.C. 4
- Electrochem Soc Trans**—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
 Formerly American Electrochemical Society
 Preprints are indexed
- Electronics**—Electronics. \$5. single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Eng & Min J**—Engineering and Mining Journal. \$3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Eng Educ**. See **J Eng Educ**
- Eng N**—Engineering News-Record. \$5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Engineer**—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]
- Engineering**—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2
- Exp Wireless**. See **Wireless Engineer**
- Explosives Eng**—The Explosives Engineer. \$1; single numbers 15c. m Explosives Engineer, 911 Delaware Trust Bldg, Wilmington, Delaware
- Factory Management**—Factory Management and Maintenance. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Fed Res Bul**—Federal Reserve Bulletin. \$2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C.
- Food Ind**—Food Industries. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Fortune**—Fortune. \$10; single numbers \$1. m Time, Inc, 330 E 22d St, Chicago
- Foundry**—Foundry. \$2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.
- Gas Age**—Gas Age combining Natural Gas, Gas Age, Gas Record. \$3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York
 Acquired Natural Gas Magazine March 14, 1936
 Changed from weekly to bi-weekly January 7, 1937
- Gas J (Lond)**—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4
- Gen Elec R**—General Electric Review. \$3; single numbers 30c. m General Electric Co, Schenectady, N.Y.
- Génie Civil**—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9*), France
- Geol Soc Bul**—Bulletin of the Geological Society of America. \$10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York
- Glass Ind**—Glass Industry. \$2. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York
- Guaranty Survey**—The Guaranty Survey. m Guaranty Trust Company of New York
 Indexing discontinued December 1936
- Harvard Business R**—Harvard Business Review. \$5; single numbers \$1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York
- Heat & Ven**—Heating and Ventilating. \$2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York
- Heating-Piping**—Heating, Piping and Air Conditioning. \$2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago
 Includes American Society of Heating and Ventilating Engineers Journal section
- Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana
- Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana
- Illum Eng Soc Trans**—Transactions of the Illuminating Engineering Society. \$7.50; single numbers \$1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York
- Illum Engr**. See **Light & Lighting**
- Ind & Eng Chem**—Industrial and Engineering Chemistry Industrial Edition. \$5; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
 With Analytical and News editions \$7.50
- Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition. \$2; single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
 Changed to monthly January 15, 1937
- Ind & Eng Chem News ed**—Industrial and Engineering Chemistry News Edition. \$1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W., Washington, D.C.
- Ind Stand**—Industrial Standardization and Commercial Standards Monthly. \$4; single numbers 35c. m American Standards Association, 29 W 39th St, New York
- Index**—Index. m New York Trust Company, 100 Broadway, New York
 Changed to a quarterly beginning February, 1938
- India Rubber W**—India Rubber World. \$3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York
- Inland Ptr**—Inland Printer. \$4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago
- Ins Field (Fire ed)**—Insurance Field (Fire and Casualty Edition). \$5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.
- Ins Field (Life ed)**—Insurance Field (Life Edition). \$3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.
- Inst Chem Eng Trans**—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1
 Indexing began with volume 9, 1931
- Inst E E J**—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon. Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 148 Lafayette St, New York
- Inst Mech Eng Proc**—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1
- Inst Pet Tech J**—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2
- Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers. \$10; single numbers \$1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York
- Int Labour R**—International Labour Review. \$6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C.

- Inv Banking**—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago
- Iron Age**—Iron Age. \$6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia; 239 W 39th St, New York
- Iron & Steel Inst J**—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St, London, S.W. 1
- J Account**—Journal of Accountancy \$4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York
- J Business**—Journal of Business of the University of Chicago. \$4; single numbers \$1.25. q University of Chicago Press, 5750 Ellis Av, Chicago
- J Chem Educ**—Journal of Chemical Education. \$3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.
- J Eng Educ**—Journal of Engineering Education. \$3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F L Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa
- J Fr Inst**—Journal of the Franklin Institute. \$6; single numbers 60c m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia
- J Ind & Eng Chem**—See Ind & Eng Chem
- J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology. \$6; single numbers 75c m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md.
- J Land & Pub Util Econ**—Journal of Land and Public Utility Economics \$5; single numbers \$1.25 q Northwestern University, 337 E. Chicago Av, Chicago
- J Phys Chem**—The Journal of Physical Chemistry. \$10; single numbers \$1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore, Md
- J Research Nat Bur Stand**—Journal of Research of the National Bureau of Standards. \$2 50, single numbers 25c. m Superintendent of Documents, Washington, D. C.
- Lib J**—Library Journal. \$5; single numbers 25c s-m (m during Jl and Ag) R R Bowker Co, 62 W 45th St, New York
Articles of interest to special libraries are indexed
- Light & Lighting**—Light and Lighting 10s 6d; single numbers 9d m Light and Lighting, 32 Victoria St, London, S W 1
Formerly Illuminating Engineer. Name changed January, 1936
- Locomotive**—Locomotive. 50c; single numbers gratis, recent bound volumes \$1 q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn
- Mach**—Machinery. \$3; single numbers 35c m Industrial Press, 148 Lafayette St, New York
- Mag of Wall St**—Magazine of Wall Street and Business Analyst. \$7.50; single numbers 35c bi-w Ticker Pub. Co, Inc, 90 Broad St, New York
Extra number, Manual of Magazine of Wall Street published annually in March
- Management R**—Management Review. \$5; single numbers 50c. m American Management Association, 330 W 42d St, New York
Formerly American Management Review
- Manuf Rec**—Manufacturers Record. \$2; single numbers 25c m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.
- Marine Eng**—Marine Engineering and Shipping Review. \$3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York
Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935
- Mass Transportation**—Mass Transportation. \$1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago
Formerly Electric Traction and Bus Journal
- Mech Eng**—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. \$5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York
- Mech Handling**—Mechanical Handling and Conveying. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2
- Metal Ind**—Metal Industry \$2; single numbers 20c m Metal Industry Pub. Co, Inc, 116 John St, New York
Merged with Platers' Guide, August, 1936
- Metal Prog**—Metal Progress \$5; single numbers \$1. m American Society for Metals, 7016 Euclid Av, Cleveland, O.
- Metals & Alloys**—Metals and Alloys. \$3; single numbers 40c. m Reinhold Pub Corp, 330 W 42d St, New York
- Min & Met**—Mining and Metallurgy. \$3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York
- Min Cong J**—Mining Congress Journal. \$2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C.
- Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy Technical Series. irr Univ. of Mo, Rolla
- Mod Plastics**—Modern Plastics \$5; single numbers 50c m Breskin & Charlton Pub Corp, 425 Fourth Av, New York
Formerly Plastic Products
- Monthly Labor R**—Monthly Labor Review. \$3 50; single numbers 30c m Superintendent of Documents, Washington, D.C
Free to labor departments and bureaus and other offices connected with the administration of labor laws
- N A C A Bul**—N.A.C.A. Bulletin \$10 s-m National Association of Cost Accountants, 385 Madison Av, New York
- N E Water Works Assn J**—Journal of the New England Water Works Association \$4, single numbers \$1 25 q New England Water Works Association, 613 Statler Bldg, Boston
- Nat City Bank**—National City Bank of New York m 55 Wall St, New York
- Nat Pet N**—National Petroleum News \$2; single numbers 10c w National Petroleum Pub Co, 1213 W 3d St, Cleveland, O.
- Nat Research Council Bul**—National Research Council Bulletin irr National Research Council, Publication office, Washington, D.C
Individual numbers variously priced. Price-list sent on request
- Nat Safety N**—National Safety News. \$4; single numbers 40c m National Safety Council, Inc, 20 N Wacker Drive, Chicago
- Nat Underw**—National Underwriter \$4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago
Extra number (Auto ins no) published in April
- Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. \$3; single numbers 15c w National Underwriter Co, 175 W Jackson Blvd, Chicago
- Nation's Business**—Nation's Business. \$3; single numbers 25c m Chamber of Commerce of the United States, 1615 H St, N.W., Washington, D.C.
- N Y Pub Lib Bul**—New York Public Library. Bulletin. \$1; single numbers 10c m New York Public Library, 476 Fifth Av, New York
Bibliographies of interest to special libraries are indexed
- New England Water Works Assn**. See N E Water Works Assn J
- Oil & Gas J**—Oil and Gas Journal. \$6; single numbers 20c. w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma
- Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. \$5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 12 Gold St, New York

- Opt Soc Am J**—Journal of the Optical Society of America \$6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York
- Paper Tr J**—Paper Trade Journal. \$4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York
- Personnel J**—Personnel Journal. \$5; single numbers 75c. m (except JI and Ag) Personnel Research Federation, 29 W 39th St, New York
- Pet Age**—Petroleum Age \$1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago
- Phys R**—The Physical Review. Second Series \$15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York
- Plastic Prod**—Plastic Products. See Modern Plastics
- Platers' Guide**. See Metal Ind
- Power**—Power \$3, single numbers 35c. m McGraw-Hill Pub Co, Inc, 330 W 42d St, New York
Extra numbers published in Mid-September and Mid-December
- Power Pl Eng**—Power Plant Engineering \$2; single numbers 25c. m Technical Pub Co, 53 West Jackson Blvd, Chicago
- Ptg Art Q**—Printing Art Quarterly \$5, single numbers \$1 50 q Dartnell Corp, 4660 Ravenswood Av, Chicago
Formerly Printed Salesmanship, The Printing Art Quarterly
- Ptr Ink**—Printers' Ink \$3, single numbers 10c. w Printers' Ink Pub Co, Inc, 185 Madison Av, New York
- Ptr Ink Mo**—Printers' Ink Monthly \$2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York
- Pub Health Rep**—Public Health Reports \$2; single numbers 5c. w Superintendent of Documents, Washington, D C
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D C
- Pub Roads**—Public Roads \$1; single numbers 10c. m Superintendent of Documents, Washington, D C
- Pub Util**—Public Utilities. Fortnightly \$15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D C
- Pub Works**—Public Works \$3, single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York
- Pulp & Pa of Can**—Pulp and Paper Magazine of Canada \$5, single numbers 50c. m National Business Publications, Ltd, Gardenvale, Que
Extra convention number published in February
- R Econ Statis**—Review of Economic Statistics \$5 q Harvard University Press, Cambridge, Mass
Resumed indexing February, 1936
- R Sci Instr**—Review of Scientific Instruments with Physics News and Views \$3; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York
\$1 50 to members of the Founder Societies of the Institute
- Radio N**—Radio News \$2.50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York
- Rand McNally Bankers Mo**—Rand McNally Bankers Monthly. \$5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago
Name Bankers Monthly resumed January, 1938
- Rayon**—Rayon Textile Monthly. \$5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York
Formerly Rayon and Melland Textile Monthly
- Ref Shelf**—The Reference Shelf irr The H W. Wilson Co, 958 University Av, New York
- Refrig Eng**—Refrigerating Engineering. \$4; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York
- Roads & Sts**—Roads and Streets \$3 m Gillette Pub Co, 400 W Madison St, Chicago
Absorbed Engineering and Contracting, January, 1933
- Rock Prod**—Rock Products. \$2; single numbers 25c. m Tradepress Pub. Corp, 205 West Wacker Drive, Chicago
- Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W. 1
- Rs Mod Phys**—Reviews of Modern Physics. \$4; single numbers \$1 20. q American Institute of Physics, Inc, 175 Fifth Av, New York
- Rubber Age**—Rubber Age \$2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York
- Ry Age**—Railway Age \$6; single numbers 25c. w Simmons-Boardman Pub Co, 30 Church St, New York
- Ry Mech Eng**—Railway Mechanical Engineer \$3; single numbers 35c. m Simmons-Boardman Pub Co, 30 Church St, New York
- S A E J**—SAE Journal \$10, single numbers \$1 m Society of Automotive Engineers, Inc, 29 W 39th St, New York
- Safety Eng**—Safety Engineering. \$3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York
- Sales Management**—Sales Management. \$4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month
- Sci Am**—Scientific American \$4, single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York
- Science**—Science \$6; single numbers 15c. w Science Press, Grand Central Terminal, New York
- Sheet Metal Worker**—Sheet Metal Worker. \$2; single numbers 25c. m Edwin A Scott Pub. Co, Inc, 45 W 45th St, New York
- Sibley J**. See Cornell Eng
- Soc Chem Ind J**—Journal of the Society of Chemical Industry £4 4s m Society of Chemical Industry, Clifton House, Euston Rd, London, N.W 1
In two separately paged sections; Transactions and British Chemical Abstracts
Price includes Chemistry & Industry formerly a section of the Journal
- Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s, single numbers 5s m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England
- Soc for Advan of Management J**—Society for the Advancement of Management Journal \$6 bi-m Society for the Advancement of Management, 29 W 39th St, New York
Formerly Taylor Soc & Soc Ind Eng Bul
- Soc Ing Civils Mémoires**—Mémoires de la Société des Ingénieurs Civils de France 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9°)
- Special Lib**—Special Libraries. \$5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York
- Spectator (Life ed)**—Spectator; American Review of Life Insurance \$2; with Property ed \$3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia
Changed from weekly to bi-weekly July 11, 1935, v 135, no 1
- Spectator (Property ed)**—Spectator; Property Insurance Review \$2; with Life ed \$3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia
Began publication July 4, 1935, v 1, no 1

- Stahl & Eisen**—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m b H. Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa.
- Steel**—Steel. \$4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O.
- Survey of Cur Business**—Survey of Current Business. \$1.50; monthly 10c; weekly 5c. Superintendent of Documents, Washington, D.C.
- Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week
- System**—System and Business Management. See American Business
- Taylor Soc & Soc Ind Eng Bul.** See Soc for Advan of Management J
- Textile Col**—Textile Colorist. \$5 m Textile Colorist, Inc, 233 Broadway, New York
- Textile Inst J**—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England
- Textile World**—Textile World. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York
- Extra annual review number published in February
- Transit J**—Transit Journal. \$3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York
- Extra convention number published September 15
- Formerly Electric Railway Journal
- Trust Companies**—Trust Companies \$5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York
- U S Agric**—Publications U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
- Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed
- U S Bur For & Dom Com Domestic Commerce**
- * Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur For & Dom Com Trade Information**
- * Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur For & Dom Com Trade Promotion**
- * Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
- U S Bur Labor Statistics Bul**—United States. Bureau of Labor Statistics Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.
- U S Bur Mines Bul**—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Information Circ**—United States. Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Rep of Invest**—United States. Bureau of Mines Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.
- U S Bur Mines Tech Pa**—United States. Bureau of Mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.
- U S Geol S Bul**—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.
- U S Geol S Professional Pa**—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.
- U S Nat Advisory Com for Aeronautics**—United States National Advisory Committee for Aeronautics, Washington, D.C. Twenty-second annual report, 1936, including Technical reports nos 542-576
- U S Nat Bur Stand**—United States National Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.
- U S Women's Bur Bul**—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.
- VDI.** See Zeit Ver Deutsch Ing
- W Soc E J**—Journal of the Western Society of Engineers. \$3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago
- Water Works & Sewerage**—Water Works & Sewerage. \$2; single numbers 25c. m Gillette Pub. Co, Daily News Bldg, Chicago
- Weekly Underw**—Weekly Underwriter. \$5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York
- Western Soc of Eng J.** See W Soc E J
- Wireless Eng**—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1
- Formerly Experimental Wireless and The Wireless Engineer
- Wis U Eng Exp Sta Bul**—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison
- Zeit Ver Deutsch Ing**—VDI. Zeitschrift des Vereines Deutscher Ingenieure RM 40; single numbers RM 1.75 w VDI-Verlag G. m. b. H. Dorotheenstr. 40, Berlin NW 7, Germany

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Key to General Abbreviations

+	continued on later pages of the issue	Jl	July
abr	abridged	Mr	March
Ag	August	My	May
Ap	April	n s	new series
arch	architect	N	November
bibliog	bibliography	no	number
comp	compiled or compiler	O	October
cond	condensed	p	page
cont	continued	pl	plate
D	December	por	portrait
diag	diagram	pseud	pseudonym
ed	edited or edition or editor	pt	part
F	February	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or trans- lation or translator
Je	June	v	volume

Sample title:

Investment trusts under the microscope. C.
Williams. **Mag of Wall St** 51:26-8+ O 29 '32

Explanation:

An article with the title given above will
be found in **Magazine of Wall Street**, vol-
ume 51, pages 26 to 28 (continued on later
pages of the issue) the October 29, 1932
number.

Abbreviations of Publishers' Names Used in Book Titles

- A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
 Am. Acad. of Pol. and Soc Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
 Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
 Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.
- Baird. H. C Baird & Co, 2 W 45th St, N.Y.
 Blakiston P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia
 Blue Ribbon Books, Inc, 386 4th Av, N.Y.
 Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
- Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
 Carnegie Endowment Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
 Century Co. See Appleton-Century
 Chemical Catalog Co. See Reinhold Pub Corp
 Chemical Pub. Co, 300 N 3d St, Easton, Pa.
 Columbia Univ Press, 2960 Broadway, N.Y.
 American Agents for the Publications of the League of Nations and the World Court
 Commerce Clearing House Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
 Crofts F. S. Crofts & Co, 41 Union Sq, W, N.Y.
 Crowell T. Y. Crowell Company, 387-393 4th Av, N.Y.
- Day, John Day Co, Inc, 386 4th Av, N.Y.
 Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
 Dodd Dodd, Mead & Co, 449 4th Av, N.Y.
 Doubleday. Doubleday, Doran & Co, 75 Franklin Av, Garden City, N.Y.
 Drake Frederick J Drake & Co, 179 N Michigan Av, Chicago
 Dutton E. P. Dutton & Co, 286-302 4th Av, N.Y.
- Engineers Book Shop, 168 E 46th St, New York
- Ginn. Ginn & Co, (Educational text-bks) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
 Gregg Gregg Publishing Company, 270 Madison Av, N.Y., 2500 Prairie Av, Chicago
- Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
 Harper. Harper & Brothers, 49 E 33d St, N.Y.
 Harvard Univ. Press, Randall Hall, Cambridge, Mass.
 Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y.; 1815 Prairie Av, Chicago
 Henley. Norman W Henley Pub Co, Putnam Bldg, 2 W 45th St, N.Y.
 Holt. Henry Holt & Co, 257 4th Av, N.Y.; 2626 Prairie Av, Chicago
 Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y.; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco
- Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.
- Knopf. Alfred A Knopf, 501 Madison Av, N.Y.
- Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
 Little. Little, Brown & Co, 34 Beacon St, Boston
 Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
 Longmans. Longmans, Green & Co, 114 5th Av, N.Y.
- McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
 Macmillan. The Macmillan Co, 60 5th Av, N.Y.
 Manual Arts Press, 237 N Monroe St, Peoria, Ill.
- Nat. Bur. Econ. Research National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
 Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
 National Research Council, 2101 Constitution Av, NW, Washington, D.C.
- Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.
- Penton Pub. Co, 1213 W 3d St, Cleveland, O; 220 Broadway, N.Y.
 Pitman. Pitman Pub Corp, 2-6 W 45th St, N.Y.
 Prentice-Hall, Inc, 70 5th Av, N.Y.
 Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.
- Reinhold Pub Corp, 330 W 42d St, N.Y.
 Revell. Fleming H. Revell Co, 158 5th Av, N.Y.
 Ronald Press Ronald Press Co, 15 E 26th St, N.Y.
 Routledge. George Routledge & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4
- Saunders. W. B. Saunders Co, West Washington Sq, Philadelphia
 Scientific Bk Corp, 15 E 26th St, N.Y.
 Scribner. Charles Scribner's Sons, 597 5th Av, N.Y.; 320 E 21st St, Chicago
 Simmons-Boardman Simmons-Boardman Publishing Company, 30 Church St, N.Y.
 Special Lib. Assn. Special Libraries Association, 315 Hudson St, N.Y.
 Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
 Stokes F. A. Stokes Co, 443-449 4th Av, N.Y.
 Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
- Teachers College, Columbia University, 525 W 120th St, N.Y.
- Univ. of Chicago Press, 5750 Ellis Av, Chicago
- Van Nostrand D. Van Nostrand Co, 250 4th Av, N.Y.
 Viking Press, Inc, 18 E 48th St, N.Y.
- West. West Pub Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.
 Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
 Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Aves, Baltimore
 Wilson. H. W. H. W. Wilson Co, 950-972 University Av, N.Y.
 Wood. William Wood & Company (Division of the Williams & Wilkins Co) Mt Royal & Guilford Aves, Baltimore
 Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
 World Peace Foundation, 40 Mt Vernon St, Boston (9); 8 W 40th St, N.Y.
- Yale Univ Press, 143 Elm St, New Haven, Conn.; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1937

- A & P.** See Great Atlantic and Pacific tea company
- A. P. W. paper company**
Annual report. Comm & Fin Chr 145:2380 O 9 '37
- ABANDONED towns.** See Cities and towns—
Abandoned towns
- ABBOTT laboratories**
Stock offered. Comm & Fin Chr 143:3134 N 14 '36
- ABBREVIATIONS**
See also
Symbols
- ABDERHALDEN, Emil, 1877-**
Sketch R. E. Oesper. por(front) J Chem Educ 14:237 My '37
- ABERCROMBIE and Fitch company**
Offering of preferred stock. Comm & Fin Chr 144:601 Ja 23 '37
- ABILITY**
Conduct and ability. F. Banks. 399p \$3.50 biblog(p383-8) Saunders '36
See also
Age
Executive ability
Success
- ABILITY tests**
Ability tests and examinations R. N. LeFevre. diags Gas J (Lond) 220:281-3 O 27 '37
Accident reduction in fleet operation, use of mental tests. F. E. Kunkel. Am Gas J 147:15-16 Jl '37
Aptitude tests help you hire. C. A. Drake. II Factory Management 95:55-7+ Je '37
Aptitudes and aptitude testing. W. V. Bingham 390p \$3 Harper '37
Classroom teacher's estimation of intelligence and industry of high school students. H. Elser. 108p biblog(p107-8) Teachers college '37
Evaluation of clerical tests. C. M. Davidson. Personnel J 16:57-64, 95-8 Je-S '37
Experiments in the mental testing of Detroit policemen J. R. Searles and J. M. Leonard. (Report no. 141) 54p Detroit bur. of governmental research, 4841 Second blvd, Detroit '36
Hiring an advertising assistant. E. N. Hay. Personnel J 15:377-9 Ap '37
Measuring intelligence; a guide to the administration of the new revised Stanford-Binet tests of intelligence. L. M. Terman and M. A. Merrill. 461p \$2.25 Houghton '37
Mechanical ability of subnormal boys M. C. Pritchard. 73p biblog(p69-73) Teachers college '37
Men, women, and jobs; a study in human engineering. D. G. Paterson and J. G. Darley. 145p \$2 Univ. of Minnesota press, Minneapolis '36
Menschenauslese, vor allem in der eisenhüttenindustrie. W. Schulz. II Stahl u. Eisen 57:1133-42 O 7 '37
Motor performance of the deaf. J. E. Morsh. (Comparative psychology monographs, v 13, no 6, serial no 66) 51p pa \$1 Johns Hopkins press, Baltimore '36
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La sélection psychotechnique du personnel de conduite de la Société des transports en commun de la Région parisienne. Génie Civil 111:254-5 S 18 '37
Sophomore and freshman testing program in the accredited high schools of Michigan. C. Woody. Michigan Univ Bur of Educational Reference and Research Bul 149.1-129 '37
Spot the best by test; dual operations often effect time savings. C. A. Drake. II Factory Management 95:60-2 Ag '37
Testing for aptitudes. W. V. Bingham. Personnel J 15:264-72 Ja '37
Tests and measurements in higher education. W. S. Gray, ed. 237p \$2 Univ. of Chicago press '36
See also
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- Bibliography**
Educational psychological and personality tests of 1936. O. K. Buros Rutgers Univ Studies in Education 11:1-141 '37 (pa 75c)
Index of periodical literature on testing; a classified selected bibliography of periodical literature on educational and mental testing, statistical method and personality measurement, 1921-1936 E. B. South. 268p Psychological corp, New York '37
- ABITIBI power and paper company**
Abitibi Power emerges. Barron's 17:17 My 31 '37
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Fifteen paper companies Fortune 16:135-7 N '37
Newsprint, a vital factor; an audit of pros and cons in light of pending corporate reorganization Barron's 17:13 Ag 23 '37
Reorganization plan. Comm & Fin Chr 145:746, 2060 Jl 31, S 25 '37
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Ripley committee issues report. Comm & Fin Chr 145:2378-9, 2536 O 9-16 '37
- ABRAHAMSON, C. A.**
President of National association of casualty and surety agents. por Spectator (Life ed) 137:31 sec 2 D 10 '36
- ABRASION**
Abrasion, a factor in electrical brush wear. V. P. Hessler. II diags Elec Eng 56:8-12+ Ja '37; Discussion. 56:601-3 My '37
Compare two methods of making abrasion tests; results obtained on Maine gravel samples by Los Angeles and Deval machines H. W. Leavitt and H. A. Pratt. Concrete 45:10 O '37

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Testing of fabrics for resistance to abrasion. J. C. Mann. Textile Inst J 28:P220-2 J1 '37; Abstract. Am Dyestuff Rep 26:619 O 4 '37

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Abrasives for wear-testing. J. H. Lester. Textile Inst J 28:P209-11 J1 '37; Excerpts. Am Dyestuff Rep 26:644-5 O 18 '37

Cements for abrasive grains. Metal Ind 35:211 My '37

Coated abrasives; with list of abrasives identified by trade names. Am Mach 81: 640-2 J1 14 '37

Cutting off with abrasive wheels. E. T. Larson. Il Mach 44:106-7 O '37

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Sandpaper

ABSAKOA mountains

Genesis and structural relationships of the Absaroka volcanic rocks, Wyoming. J. T. Rouse. bibliog diags maps Geol Soc Bul 48:1257-95, pl 1-3 S '37

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Absenteeism in the cement industry because of both illness and accidents. A. J. R. Curtis. Rock Prod 39:65-7 D '36

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Portland cement association study of absenteeism among mill workers provides reassuring data. charts Rock Prod 40:44-7 O '37

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Absorption of chlorine by water in a packed tower. F. W. Adams and R. G. Edmonds. bibliog Ind & Eng Chem 29:447-51 Ap '37

Absorption of gases in packed towers; experiments on solid packing material. T. H. Chilton, H. R. Duffey and H. C. Vernon. Il diags Ind & Eng Chem 29:298-301 Mr '37

Absorption of hydrogen in liquid reagents; a new solution for the analytical determination of hydrogen in gas mixtures. D. T. Bonney and W. J. Huff. bibliog diags Ind & Eng Chem Anal ed 9:157-62 Ap 15 '37

Carbon dioxide from power plant flue gas; using ammonia to assist in absorption process. J. W. Martin and D. H. Killeffer. bibliog Il Ind & Eng Chem 29:632-6 Je '37; Excerpts. Power Pl Eng 41:401 J1 '37

Carbon dioxide scrubbing by amine solutions. L. B. Gregory and W. G. Scharmann. Il diag Ind & Eng Chem 29:514-19 My '37

Concerning the alleged absorption of gaseous nitrogen by benzene solutions of rubber and guttapercha hydrocarbons. L. B. Howard and G. E. Hilbert. Am Chem Soc J 59:214-15 Ja '37

Cone method for determining the absorption by sand. D. O. Woolf. bibliog Il Am Soc T M Proc 36 pt 2:411-22; Discussion. 423-5 '36

Dry ice from flue gas. D. H. Killeffer and J. W. Martin. Il Power 81:442-3 Ag '37

Liquid film in gas absorption. M. H. Hutchinson and T. K. Sherwood. bibliog diag Ind & Eng Chem 29:836-40 J1 '37

Mechanism of gas-liquid reaction; batch absorption of carbon dioxide by stirred alkaline solutions. L. B. Hitchcock. bibliog diags Ind & Eng Chem 29:302-8 Mr '37

Method of producing dry ice from ordinary flue gases; Macmar process. W. Martin. Il Refrig Eng 34:219-22+ O '37

Use of chromous sulfate in the removal of oxygen from a stream of gas; a comparison with other oxygen absorbents. H. W. Stone. bibliog diag Am Chem Soc J 58:2591-5 D '36

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Electrons—Absorption
Hygroscopicity

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Absorption and extraction. T. K. Sherwood. 278p bibliog(p265-70) \$3.50 McGraw-Hill '37

Absorption of chlorine by water in a packed tower. F. W. Adams and R. G. Edmonds. bibliog Ind & Eng Chem 29:447-51 Ap '37

Absorption of gases in packed towers; experiments on solid packing material. T. H. Chilton, H. R. Duffey and H. C. Vernon. Il diags Ind & Eng Chem 29:298-301 Mr '37

Absorption system comes back. S. Ruppright. Il plan Refrig Eng 34:93-6, 124 Ag '37

Commercial-scale glass equipment. W. A. Kates. Il diags Ind & Eng Chem 29:398-401 Ap '37

Desorption of carbon dioxide from water in a packed tower. T. K. Sherwood, F. C. Draemel and N. E. Ruckman. bibliog diags Ind & Eng Chem 29:282-5 Mr '37

Laboratory gas-washing or absorption unit. M. W. Brenner and G. L. Poland. Il diag Ind & Eng Chem Anal ed 9:480-1 O 15 '37

Liquid distribution in packed towers. A. H. Scott. bibliog diags plan Inst Chem Eng Trans 13:211-17 '35

Rate of carbon dioxide absorption of carbonate solutions in a packed tower. C. S. Comstock and B. F. Dodge. bibliog diag Ind & Eng Chem 29:520-9 My '37

Recovery of sulfur dioxide from waste gases; design of scrubbers for large quantities of gases. H. F. Johnstone and A. D. Singh. bibliog diags Ind & Eng Chem 29:286-97 Mr '37

Simple fume absorber for Kjeldahl digestions. H. G. Cassidy. diag Ind & Eng Chem Anal ed 9:478-9 O 15 '37

Some notes on solvent recovery. S. R. Price. Il diag Chem Age (Lond) 36 565-7 Je 26 '37

Stoneware towers. C. H. Butcher. Il Chem Ind 41:347-50 O '37

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Petroleum refining—
Vapor recovery

ABSORPTION of neutrons. See Neutrons

ABSORPTION of rays

Absorption of cosmic radiation in matter. A. W. Nye. J Fr Inst 223 173-8 F '37

Cosmic-ray shower production and absorption in various materials. J. E. Morgan and W. M. Nielsen. bibliog diags Phys R 50:882-9 N 15 '36

Diffraction pattern due to an absorbing prism. R. C. Spencer. diags Opt Soc Am J 27:318-22 S '37

Theory of photoelectric absorption for X-rays and γ -rays. H. Hall. Rs Mod Phys 8:358-97 O '36

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Spectrum—Absorption spectra
Ultra-violet rays
X-rays—Absorption

ABSORPTION spectra. See Spectrum—Absorption spectra

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Card indexing of abstracts and research data, with instantaneous cross reference. J. E. Holmstrom. Assn of Sp Lib & Inf Bur Proc 1936:92-9; Discussion. 99-102

Extent to which scientific and technical literature is covered by present abstracting and indexing periodicals. S. C. Bradford. Chem & Ind 56:947-51 O 23 '37

ACACIA mutual life insurance company

Annual statement, 1936. Spectator (Life ed) 138:28 Mr 4 '37

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Jerome Davis case; final report of an investigation conducted by the American federation of teachers. 60p Am. federation of teachers, 506 S. Wabash av, Chicago '37

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Expeditions. Science 86:215 S 3 '37

South Pacific expedition. Science 86:149-50 Ag 13 '37

Symposium on early man; plans. Science 84: 569-70 D 25 '36

ACADEMY of political science

Learned group discusses railroads. Ry Age 101:749-52+ N 21 '36

ACCELERATION of machinery. See Machinery, Kinematics of

Falls
Infection
Machinery—Safety
devices
Mine accidents

ACCIDENTS, Industrial—See also—*Continued*
 Practical jokes Workmen's compensation
 Safety devices and measures
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Country folks like puns. C. F. Westin. *Ptr*
Ink 180 26 S 23 '37

Domestic pun production. D. E. Rowan. *Ptr*
Ink 180:21, 24 Ag 12 '37

Good humor at a glance. E. McKenna. *Il*
Ptr Ink Mo 34:26-7 Mr '37

Human interest advertising; British Columbia
electric railway. F. H. Fullerton. *Il*
Mass Transportation 33:115 Ap '37

Is your advertising good humored? T. Cum-
mings *Il Adv & Sell* 29:34-5+ My 6 '37

It's a real pen name now; Dr Scuss turns his
attention from Flit to fountain pens *Il Ptr*
Ink 181 24+ O 14 '37

Jane Engel dress shop advertising. *Il Ptr Ink*
Mo 34:6d, 6f F '37

Mr X 125; dirty work among the classifieds.
A. H. Little. *Ptr Ink* 179:37, 40-1, 44-5 Ap
8 '37

S. O. finds public likes humor; smile copy
now in 1,600 papers. *Il Sales Management*
40:208 F 1 '37

Signs of sprig. *Il Ptr Ink* 179:36 Ap 15 '37
Some pun, defense of word-play in advertis-
ing P. Cameron *Ptr Ink* 180 43-4+ Ag 26
'37

Le sourire *Il Ptr Ink* Mo 35 21 Ag '37

Where U bot the hat—Raymond's. F. B.

Barton. *Il Adv & Sell* 28:44+ D 3 '36

See also

Advertisements, Pic-

torial—Cartoons

Advertisements, Pic-

torial—Comic strip

ADVERTISEMENTS, Pictorial

Fifteenth annual of Advertising art. 121p \$6
Book service co, 15 E. 40th st, New York
'36

Gravure grows. color to be offered in all
sectional groups in 1938 *Il Sales Manage-*
ment 41 48, 50+ Ag 15 '37

Illustrations mark time. D. Gridley *Il Ptr*
Ink Mo 34:24-5+ F '37

Lesson in soapuds; Woodbury's nude cam-
paign R. Sheldon *Il Adv & Sell* 29 23-4, 42
J1 1 '37

Models in uniform, digest of restrictions gov-
erning use of uniforms in advertising G.
Cunningham. *Il Adv & Sell* 29:36, 52 O 21 '37

Portfolio of photographs and etchings; re-
produced by sheet-fed gravure. *Ptg Art Q*
66 no 3:33-40 '36

Pretty girls in advertising. J. H. Buswell.
Ptr Ink 179:97 My 6 '37

Truth in advertising illustration; men's cloth-
ing appears to be actually wearable and
comfortable. *Il Ptr Ink* Mo 34:29+ My '37

Value received from newspaper advertising.
Il Ptr Ink Mo 35:22-3 Ag '37

Wipe that grin off! E. T. Rowe. *Adv & Sell*
29:29 Je 3 '37

See also

Advertising charac-

ters

Advertising cut-outs

Broad-sides (adver-

tisements)

Color in advertising

Poster stamps

Posters

Show cards

Cartoons

De Pinna cartoons. *Il Adv & Sell* 29:35 My 6
'37

What the press artist should know. J. R.
Turner. 153p 7s 6d Pittman '36

Wilkins coffee David fights Goliath com-
petitors with cartoon series. *Il Sales Man-*
agement 40:899 My 1 '37

Cat pictures

Story of Chessie. O. Proctor. *Il Adv & Sell*
28:36 D 17 '36

Comic strip

Black-white comics require continuity. *Ptr*
Ink 179:70 Je 10 '37

Color-comic climb. *Sales Management* 41:68
O 1 '37

Drawings

Close harmony; type and copy go hand in
glove when marshalled by John Averill. A.
E. Peters. *Il Inland Ptr* 98:36-7 Mr '37

Exhibitions

Why the Art directors' show. D. Uptegrove.
Adv & Sell 28:32+ Ap 22 '37

Paintings

Paintings for permanence; advertising pieces
of the Pullman company and Bausch &
Lomb; work of William Welsh and Harold
Anderson. *Il Ptg Art Q* 66 no 3 26-32 '36

Photographs

Advertising photography; a gallery of dis-
tinguished photographic illustrations. *Ptg*
Art Q 66 no 4 24-8 '36

Catalog of the Printing art quarterly's 1936-
1937 exhibition of advertising photography,
Sherman hotel, Chicago, April 28-30, with
reproductions and index. *Ptg Art Q* 67 no
1 22A-22H, 23-97 '37

Color photography's newest accomplishments.
Il Ptg Art Q 66 no 3:45-51 '36

Current fashions in advertising technique;
picture and caption method G. L. Sumner.
Il Adv & Sell 29 26-7+ S 9 '37

Foreign tang in export house magazine;
Allis-Chalmers tractors. *Il Ptr Ink* Mo 35
28 J1 '37

New service ties up movies and gas equip-
ment. *Il Am Gas Assn* Mo 19:49 F '37

Novel booklet wins praise; Keystone steel &
wire company uses cellophane. *Il Ptr Ink*
Mo 34:30 Ap '37

Outstanding photographs from camera studies,
mostly for advertising *Ptr Ink* Mo 35 34
N '37

Photographs for advertising. *Ptg Art Q* 67 no
1 21-2 '37

Photo-micrographs as advertising illustra-
tions; illustrated study of the work of
Spencer A. Jones R. W. Johnson. *Ptg Art*
Q 66 no 3:41-4 '36

Portfolio of photographs and etchings; 6
photographs by Valentino Sarra, reproduced
by sheet-fed gravure. *Ptg Art Q* 66 no 3:33-
5, 37-8, 40 '36

Pro side of the one-shot color camera con-
troversy R. Knipschild *Ptg Art Q* 67 no
1 154-6 '37

Pro's and con's of the one-exposure color
camera. J. White. *Il diags Ptg Art Q* 66
no 4 45-8 '36

Revolution in pictures. D. A. Munro. *Il Ptr*
Ink Mo 33:15-16+ D '36

When pictures inspire copy. A. Brashears. *Il*
Adv & Sell 29:25+ Je 3 '37

X marks the spot M. O'Dea *Ptr Ink* 180:34
Ag 19 '37

Portraits

Advertising models go Hollywood. *Il Ptr Ink*
Mo 35 69-70 Ag '37

Hi-ll pantomimic. G. Davison. *Ptr Ink* Mo
35:71 O '37

New fashion in libel; a legal review of Burton
case. I. W. Digges. *Ptr Ink* 178:54, 58-9
F 4 '37

Photos in advertising; model's release doesn't
always give adequate protection. L. H.
Robinson. *Ptr Ink* 179:78, 80, 82-4 Je 10 '37

ADVERTISEMENTS, Pictorial—Continued

Rating

How to pick best-selling pictures for calendars, window displays, posters or advertising *il Am Business* 7:24-5+ My '37

Santa Claus

Let's standardize Santa; his picture is not so good P. H. Erbes, jr. *il Ptr Ink* 177:16-17+ D 24 '36

ADVERTISEMENTS, Small space

Good humor at a glance E. McKenna *il Ptr Ink Mo* 34:26-7 Mr '37

Less than 100 words; small-space advertisers convey convincing message *Ptr Ink* 178:71, 74-5 Ja 7 '37

ADVERTISERS

Check list for client cooperation H. K. Dugdale. *Adv & Sell* 29:37+ My 6 '37

Client, does he want news? F. Fenton *Adv & Sell* 29:44+ My 20 '37

Those precocious Dionnes; they can speak French, list of the advertisers who have paid them \$861.148.39. P. H. Erbes, jr. *Ptr Ink* 179:6-8, 12+ Ap 1 '37

ADVERTISING

Adman, what say the stars? N. Krichbaum *Adv & Sell* 29:23+ J1 15 '37

Advertisers as uplifters; can bring tastes to higher level J. Benson. *Ptr Ink* 179:53-4+ Je 10 '37

Advertising lockwashers; printed pieces that: (1) tell how to use the product, (2) guarantee it, (3) sell related products, (4) build general good-will. R. F. Bellack. *il Ptrg Art Q* 66 no 4:67-70 '36

Advertising marches on! fifteen major ways in which it has improved C. Norton *Ptr Ink* 177 6-8, 104-6 D 3 '36

Advertising principles and practice. W. B. Dygert. 212p pa \$1 Longmans '36

Advertising review 1936 E. E. Calkins *Adv & Sell* 28:41-2+ F 25 '37

Advertising technique marks time, little change in physical make-up during last four years S. H. Gjellerup *Adv & Sell* 29:31+ O 21 '37

Advertising unfair to organized labor; advertising should not be used as a forum for labor disputes *Adv & Sell* 30:29+ N 4 '37

Advertising's (A) & (B) dilemma K. M. Goode. *Adv & Sell* 28:32 N 19 '36

Advertising's three-fold organization E. E. Calkins *Adv & Sell* 29:24+ J1 15 '37

Charles Chick Lewis presents The encyclopedia of exploitation B. Hendricks and H. Waugh. 432p Showmen's trade review, New York '37

Check lists of advertising, selling and merchandising essentials C. B. Larrabee and H. W. Marks 396p \$3.50 McGraw-Hill '37

Consumer movement, a boon to merchandisers L. B. Hunter. *Ind Stand* 8:197-8 J1 '37

Curtain going up on act II of advertising. R. S. Durstine. *Adv & Sell* 28:25-6, 46+ Mr 11 '37

Do fair trade acts stimulate or curb advertising? *Sales Management* 40:412 Mr 1 '37

Dog has nine lives the story of the phonograph. H. S. Maraniss. *Ann Am Acad* 193 8-13 S '37

For sale 17 new year's resolutions. T. Cummings *Adv & Sell* 28:29 Ja 1 '37

Four jobs for advertising. *Ptr Ink* 180:83 S 30 '37

Hazards which confront advertising A. Kuder. *Adv & Sell* 30:25-6+ N 4 '37

Millions of tricks and puzzles put magic into marketing; Stunts, inc. *Sales Management* 40:462-3 Mr 1 '37

Modern advertising. K. M. Goode. 6th printing rev 497p \$1.49 Blue ribbon books, New York '37

More power to advertising. J. R. Adams. 179p \$2.50 Harper '37

New advertising tempo. B. Duffy. *Adv & Sell* 28:56 Ap 22 '37

New frontiers; many yet to be conquered in America. S. Resor. *Ptr Ink* 177:45+ N 26 '36

On really knowing the consumer; real trouble ahead in feminine opposition to advertising. M. C. Ringland. *Ptr Ink* 180:6-8+ S 16; 63-4+ S 23 '37

Paul had the right idea W. Van Sant. *Adv & Sell* 29:30 Ag 12 '37

Preface to advertising. M. O'Dea. 216p \$2 McGraw-Hill '37

Preface to advertising (cont). M. O'Dea. *Ptr Ink* 178:54 Mr 25; 179:77 Ap 22, 71 My 6; 29, 32-3+ My 20; 80-1 My 27, 29 Je 3; 42 Je 24, 180:61 J1 8, 48 J1 22, 34 Ag 19; 41 S 9 '37

Principles of advertising. H. K. Nixon. 541p bibliog(p483-93) \$4 McGraw-Hill '37

Problems in advertising. N. H. Borden. 3d ed 698p \$5 McGraw-Hill '37

Recovery (in advertising) can't be stopped. J. A. Livingston. *Adv & Sell* 28:30-1+ Ja 14 '37

Showmanship in business K. M. Goode *Am Gas J* 147 27-8 O '37

Tartlets from Bartlett's; some plums pertinent to the profession D. D. Sutphen, jr. *Ptr Ink* 181 51-2+ O 14 '37

This advertising business. C. Rheinstrom. *Ptr Ink* 179:62, 64-5 Ap 8 '37

This public debate on advertising W. L. Stoddard *Ptr Ink* 180 6-8, 85-6 J1 15 '37

Tydings bill warning, puts advertisers on the spot L. Allen *Ptr Ink* 180 53-4 Ag 26 '37

What about the future of advertising? J. Benson. *Adv & Sell* 28:32+ Ja 28 '37

What language, Edna! "Conversation at Midnight." M. O'Dea. *Ptr Ink* 180:41 S 9 '37

See also

Advertisements	Library advertising
Advertising agencies	Medical advertising
and other headings	Merchandizing
beginning Advertising	Moving pictures in
ing	advertising
Audit bureau of cir-	Municipal advertising
culations	Posters
Bank advertising	Premiums (mer-
Business	chandizing)
Catalogs	Printing trade—Ad-
Color in advertising	vertising service
Community advertis-	Radio advertising
ing	Safety advertising
Containers	Sales letters
Electric signs	School advertising
Government advertis-	Show windows
ing	Slogans
House organs	State advertising
also subdivision	Advertising under spe-
cial subjects, e.g	
Automobile industry	Insurance agents
and trade	Motor bus lines
Department stores	Printing trade
Food industry and	Products, New
trade	Railroads
Gas industry	Retail trade
Insurance	

Accounting

Isolate for profit! A. E. Haase *Ptr Ink* 180:16-17+ J1 1; 69+ J1 8 '37

Advertising

Mazazine and newspaper promotion *il Adv & Sell* 29:28+ Je 3 '37

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Recent sources of information on advertising. Cleveland Pub Lib Business Information Bur v 8, no 2:1-2 Ap '37

Children, Appeal to

Advertising to children E. E. Grumbine *il Ptr Ink* 179 49-50, 55-8 Je 17 '37

Magazine characters create new brand for children's products. E. M. Kelley. *il Sales Management* 39:896-7+ D 1 '36

See also

Advertising—Schools, Appeal to

Collectors, Appeal to

Selling to experts; lesson for advertisers in many other lines. M. K. Powers. *Ptr Ink* 179:29+ My 6 '37

ADVERTISING—Continued

Congresses

One speech, three deliveries; Paris advertising convention. L. D. H. Weld. *Ptr Ink* 180:35-6+ J1 29 '37

Continuity

Advertising comeback; Valspar believes it can again attain stardom. F. P. Connolly. *il Ptr Ink* 179:6-8+ Je 3 '37

Doctors call it senility. M. O'Dea *Ptr Ink* 179:42 Je 24 '37

Mr Wrigley's lesson; study in continuity and sufficiency. *Ptr Ink* 181:92-3 O 28 '37

See also

Advertising appropriations

Copy

See Advertising copy

Cost

How much is spent on advertising? British estimates. *Economist* 126:395-6, 451-2 F 20-27 '37

Marline rate; a new space-buying tool. J. J. Boyle. *Ptr Ink* 177:6-8+ N 26 '36

Space buying short cuts. J. J. Boyle. *Ptr Ink* 179:31-2+ Ap 22 '37

See also

Advertising—Rates

Coverage

Coupons in advertising. E. T. Gundlach. *Ptr Ink* 177:73-6 D 24; 80-1, 84-6 D 31 '36; 178:91-5 Ja 7; 79-80+ Ja 14; 108-12 Ja 21; 95-9 F 4; 93-9 F 11; 97-8+ F 18; 81, 84-5+ F 25; 114-20 Mr 4 '37

Dealer cooperation

D. Jayne & sons pays druggists national rate. E. G. Bagger. *Sales Management* 40:980+ My 15 '37

Eyes have it! a colorful magazine introduces the story of gas appliances to southern California consumers. J. J. Stapp. *Am Gas J* 145:36-7 D '36

Formfit sales soar when big stores join in simultaneous promotion. L. B. Colby. *il Sales Management* 40:112-3 Je 15 '37

New deck; announcing a new advertising program to dealers. *il Ptr Ink* 181:100 O 7 '37

Salutes dealer initiative; dealers' mats for newspaper advertising. *il Ptr Ink* Mo 35:36+ Je '37

Store backs national brands, co-operative program offered manufacturers by Crowley-Milner, Detroit. *Ptr Ink* 180:12+ Ag 26 '37

Survey of national advertisers shows R-P act has not killed off cost-sharing ad deals. *Sales Management* 40:613-15 Ap 1 '37

Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. R. Barrett and W. J. Weir. *Ptr Ink* 181:57, 60-2 N 11 '37

Vitamin sale, Swift & company in cooperation with Piggly Wiggly. *Ptr Ink* 179:30 Je 17 '37

Dealer helps

Displays that stay. *il Ptr Ink* Mo 33:63-6+ D '36

Folder clinic; retailers tell what they like and don't like. A. M. Howe. *Ptr Ink* 180:29, 32+ J1 29 '37

48,084 mail campaigns; how Iron Fireman co-operates with its salesmen through wide distribution of printed materials. *il Ptr Ink* 180:49+ S 23 '37

Helps for the utilities; kind of advertising folders they prefer to use. H. M. Andrews. *Ptr Ink* 180:73-4+ Ag 19 '37

How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. *il Ptg Art Q* 66 no 4:57-63 '36

How to avoid dealer literature waste. *il Ptr Ink* Mo 35:17-20+ J1 '37

Long life and sales punch for dealer displays. C. F. Farnham. *il Sales Management* 40:906, 908 My 1 '37

Pointed tips from retailers; sales helps they want, but can't get. A. M. Howe. *Ptr Ink* 180:78+ Ag 12 '37

Up goes off-season volume; Estate Stove uses free coal campaign for seventeen years. *Ptr Ink* 180:32, 36-7 S 16 '37

Your point-of-sale advertising should feature companion items, says grocery chain operator. C. N. Tunnell. *Sales Management* 41:47 J1 1 '37

See also

Show cards

Dealers, Appeal to

Broadside dignity. A. M. Howe. *il Ptr Ink* Mo 33:18-19+ D '36

Dealers testify. *il Ptr Ink* 180:71+ S 23 '37

Eleven broadside questions. *Ptr Ink* 178:49, 52+ Mr 18 '37

Inside the broadside. A. M. Howe. *il Ptr Ink* Mo 34:26-7+ F '37

Little billboards; direct-by-mail campaign, millions of labels identify Bemberg. T. Wood. *il Ptr Ink* 181:29+ O 14 '37

No salesmen needed here; business-paper advertising and direct mail for Lanwade shovel-barrow. *il Ptr Ink* 179:45-6 Ap 29 '37

Outside the broadside; analysis of 115 dealer mailings. A. M. Howe. *il Ptr Ink* Mo 34:39-40+ Ja '37

Pat Casey deposes and says; mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets. *Ptr Ink* 180:61-2 S 2 '37

Return cards; ten methods that build sales and good-will among dealers. *il Ptr Ink* 179:65-6+ Je 24 '37

Sales features and dealers; how nine advertisers spotlight talking points to the trade. E. Peterson. *il Ptr Ink* 179:41, 44, 48-9 Ap 15 '37

Teasers to the trade; What will Nemo spring for spring? *il Ptr Ink* Mo 34:23 Mr '37

Teaspoons and split peas, how they were used to get dealers to study manufacturer's line closely. *Ptr Ink* 180:92-3 J1 22 '37

Testimonial mailings, used in department-store field should be adaptable to other types of outlets. *Ptr Ink* 180:19-20, 24 S 2 '37

Trade lasts, and firsts; a study of business-paper advertising copy. R. Barrett and W. J. Weir. *Ptr Ink* 181:14-17 N 4, 57, 60-2 N 11 '37

What S. C. Johnson has learned about making mailing pieces pull. *Sales Management* 41:20-1+ J1 1 '37

Directories

Changes in national advertising accounts, personnel, mediums, etc. Published in bi-weekly numbers of Advertising and selling

Economic aspects

Advertising and tobacco; proof that it's not economic waste is seen in study of P.I. index. L. D. H. Weld. *Ptr Ink* 181:70-2+ O 7 '37

Campus looks at advertising. P. H. Erbes, Jr. *Ptr Ink* Mo 34:58, 60+ Mr '37

Farmers, Appeal to

Advertising's place in rural electrification. E. C. Schuh. *Elec West* 78:117-18 Je '37

Free power from air! Zenith radio corporation offers farmers new way to run their radios. W. T. Laing. *il Ptr Ink* 178:54, 58-60+ Ja 14 '37

Promoting a by-product; iodine as ingredient of balanced stock ration. J. J. Nichols. *Ptr Ink* 178:92-3 Mr 11 '37

Rural advertising; radio. H. Leach. *Elec West* 78:104-5 Je '37

See also

Advertising mediums
—Farm papers

Finance

If I only had the money! S. E. Leith. *Ptr Ink* 180:33, 36+ Ag 26 '37

ADVERTISING—Continued

History

Helping the world beat a path. S. Tiernan. *il Nation's Business* 25:76+ J1 '37

Industries, Appeal to

Builds leads for salesmen; Mathews conveyer company's campaign created more than 4,000 requests for book for management executives. *il Ptr Ink* 181:59-60, 64-6 O 28 '37
Effeminate catalog; Kearney corporation book sells industrial goods but is lady-like in appearance. *il Ptr Ink* 181:61+ N 4 '37
Ex appeal in machine tool selling; Bullard co. advertises to executives. E. P. Blanchard. *il Iron Age* 139:22-6 Ja 14 '37
Nuts and bolts and such; stage-setting drama, color sell industrial products. L. J. Ott. *il Ptr Ink* 179:67-70 My 13 '37
What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. *Ptr Ink* 178:6-8 F 4 '37

Inquiries

Coupons in advertising. E. T. Gundlach. *Ptr Ink* 178:133-6, 138 Ja 28; 95-9 F 4; 97-8+ F 18 '37
Free power from air! Zenith radio corporation offers farmers new way to run their radios. W. T. Laing. *il Ptr Ink* 178:54, 58-60+ Ja 14 '37
How prompt are sample replies? *Adv & Sell* 29:62 Ag 26 '37

See also

Follow-up systems

Jobber helps

Letter follow-up for jobbers' prospects sells 4 out of 10. *il Sales Management* 40:1076 Je 1 '37

Jobbers, Appeal to

Merchandise deals. E. B. Weiss. *Ptr Ink* 180:58+ Ag 26 '37
"Pop" go 300 distributors, as showmanship is applied; Popular brands, inc. L. M. Hughes. *il Sales Management* 41:29-30 O 20 '37
What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. *Ptr Ink* 178:6-8 F 4 '37

Laws and regulations

Broader advertising control for F.T.C. R. I. Elliott. *Adv & Sell* 28:27+ Ap 8 '37
By appointment; using the Royal Arms. F. B. Barton. *Adv & Sell* 28:38+ Ap 8 '37
Car financing under fire. *Ptr Ink* 177:125-7 D 10 '36
Consumers demand protection! C. O'Day. *Adv & Sell* 28:36 Mr 11 '37
Drug ad control offered F.T.C.; Lea introduces revised bill. *Oil Paint & Drug Rep* 131:3+ Mr 29 '37
Drug advertising control by F.T.C. favored by House committee. *Oil Paint & Drug Rep* 132:3 J1 12 '37
Drug bill friends shift tactics; weigh desirability of amending old law. *Business Week* p19-20 N 28 '36
F.T.C. to rule advertising; Lea substitute for Wheeler bill, full text. *Ptr Ink* 180:29+ J1 15 '37
Federal trade commission's police record; based on its patrol of the advertising front. E. R. Keyes. *il Adv & Sell* 28:25-6, 36+ F 11 '37
Fourth food-and-drug fight. *Business Week* p38+ Ja 16 '37
House committee favorably reports Lea measure to expand powers of commission. *Business Week* p16 J1 17 '37
How the FTC proceeds against false advertising claims. *Sales Management* 41:52+ O 20 '37
Lea bill compromise. *Ptr Ink* 179:12, 14 My 20 '37
Liquor advertisers: beware! recent Pennsylvania events bring official warning. H. Reiter. *Ptr Ink* 179:17+ My 27 '37
Liquor and car copy rules. *Ptr Ink* 180:65 J1 1 '37

Models in uniform; digest of restrictions governing use of uniforms in advertising. G. Cunningham. *il Adv & Sell* 29:36, 52 O 21 '37
Pedantic scrupulosity; Federal trade commission overruled in case of Standard education society. *Ptr Ink* 177:14 D 17 '36
Photos in advertising; model's release doesn't always give adequate protection. L. H. Robinson. *Ptr Ink* 179:78, 80, 82-4 Je 10 '37
Physician recommends; some suggestions to proprietary manufacturers. F. J. Cullen. *Ptr Ink* 177:73-4+ D 31 '36
Plan voice for business. F. H. Erbes, jr. *Ptr Ink* 179:59-61 Je 24 '37
Proposed government reorganization; who will be the czar of advertising? H. Miller. *Adv & Sell* 29:34, 52+ Je 17 '37
State curbs on liquor advertising. G. Cunningham. *il Adv & Sell* 29:31-2+ S 9 '37
To ban liquor posters in Virginia. *Ptr Ink* 178:90 Ja 7 '37
To fight advertising laws; Pacific Coast association. *Ptr Ink* 179:14 Je 17 '37
U. S. acts to suspend Kessler in fight on phoney liquor claims. *il Sales Management* 40:407 Mr 1 '37
What advertising should know about my act. W. Fatman. *Adv & Sell* 29:29-31+ S 23; 29-31 O 7 '37
Who shall control advertising? Federal trade commission outmaneuvers the Food & drug administration. *Business Week* p42+ Ap 3 '37
Would the FTC's purge for advertising cure the patient or kill it? C. F. Lea. *Sales Management* 41:62-4 Ag 15 '37

Market selection

Better profits from industrial advertising. A. W. Ramsdell. *Ptr Ink* 181:6-8+ O 7 '37
Full coverage of one market vs. partial coverage of two. *Sales Management* 41:69-70 J1 15 '37
Marline rate; a new space-buying tool. J. J. Boyle. *Ptr Ink* 177:6-8+ N 26 '36
Prospect selection. W. T. Laing. *Ptr Ink* 181:74, 76-7 N 11 '37
Talk centers of the United States; small towns are vital to advertising. F. Smith. *il Adv & Sell* 29:38, 60+ S 23 '37

Measurement

For measurable advertising. M. N. Chappell. *Ptr Ink* 177:87-8, 90-2 N 5 '36; Discussion. 177:61-2+ N 26 '36
Marline rate; a new space-buying tool. J. J. Boyle. *Ptr Ink* 177:6-8+ N 26 '36

Men, Appeal to

At least, males help buy. S. E. Gill. *Ptr Ink* 178:81-2 F 18 '37
For men only; is there a family newspaper? by a space salesman. *Ptr Ink* 180:69+ J1 22 '37
Men return to the market place. H. A. Salzmann. *il Nation's Business* 25:60+ S '37

Objectives

Coupons in advertising. E. T. Gundlach. *Ptr Ink* 177:25, 28, 30-2 N 19; 85-8 N 26; 97, 100-2 D 3; 113, 116-17+ D 10; 96-8+ D 17; 73-6 D 24; 80-1, 84-6 D 31 '36; 178:91-5 Ja 7; 79-80+ Ja 14; 108-12 Ja 21; 133-6, 138 Ja 28; 95-9 F 4; 93-9 F 11; 112-17 Mr 18; 87-90+ Mr 25; 179:114-19 Ap 1 '37

Periodicals

People; monthly bulletin. J. Walter Thompson co. *Adv & Sell* 29:60 Je 3 '37

Planning

Agencies and short-term plans; analysis of 116 opinions. *Ptr Ink* 180:6-8+ J1 1 '37

Prize contests

Advertising's greatest prize contest; behind the scenes with Old Gold. *il Adv & Sell* 29:33-5 My 20 '37
Another mammoth Old Gold contest. *il Adv & Sell* 29:44 S 9 '37
Arch Preserver repeats contest bringing 54% sales increase. *Sales Management* 40:847-8 Ap 20 '37

ADVERTISING—Prize contests—Continued

Are consumer contests on the way out? M. McAllister. *Il Adv & Sell* 29:38+ *Je* 17 '37

Ban Old Gold type of contests? Business Week p25-6+ *My* 22 '37

Banks profit from local enterprise; city-wide treasure hunt. R. J. Izant. *Il Burroughs Clearing House* 21:14-15 *D* '36

Consumer contest; tie-in with salesmen and retailers. *Il Ptr Ink* 181:94, 96-7 *O* 14 '37

Contest boosts Old Gold sales. *Ptr Ink* 178:20 *Mr* 11 '37

Contest brings testimonials; oil burner company obtained 283 letters. S. S. Strouse. *Ptr Ink* 179:87-9 *Ap* 29 '37

Contest common sense; number of returns not necessarily accurate indication of success. E. M. Rushmore. *Ptr Ink* 179:72, 76 *My* 13 '37

Dual promotion; a contest that boosted sales and did research work without cost. J. Ungar. *Ptr Ink* 179:97-8+ *Je* 10 '37

Four-times contest winner speaks his mind. *Il Adv & Sell* 29:40 *Je* 3 '37

Gay deceiver—the consumer contest. W. F. Cornish. *Adv & Sell* 28:33+ *Ja* 14 '37

Grand prize: 50 cents. Wolf brothers commercial envelopes. Sales Management 41:54 *O* 20 '37

How to handle contest entries. J. Caples. *Il Adv & Sell* 28:31, 60+ *Ja* 28 '37

It's still a problem; what is part of an advertisement worth? architect's name omitted from advertisement of his plans by General Electric. J. O'Shaughnessy *Ptr Ink* 181:57-8+ *N* 4 '37

Keen utility tactics. General Electric sponsors power companies' contests. Business Week p15 *S* 4 '37

National kitchen planning contest sponsored by modernizing bureau. Edison Elec Inst Bul 5 195 *My* '37

No more prize contests? anti-lottery law. *Adv & Sell* 29:28 *My* 20 '37

Old Gold "answers" for sale. R. I. Elliott. *Adv & Sell* 29:42 *My* 6 '37

Old Gold contest. *Il Fortune* 16:49-50+ *Jl* '37

Old Gold contest statistics. *Ptr Ink* 179:16 *Je* 24 '37

Old Gold's new contest. *Ptr Ink* 180:26 *S* 2 '37

Prospects sell themselves in floor furnace derby, natural gas heating campaign. Meridian, Miss W. T. Ivey Gas Age 80:21+ *Ag* 19 '37

Retail salesmen write copy; Botany worsted mills conduct contest. *Ptr Ink* 180:87-8 *Jl* 22 '37

Something new under the sun; contest by direct mail; Watkins Liniment. *Ptr Ink* Mo 35:48 *O* '37

That Georgia Power home-town electrical contest. Elec W 108:338-40+ *Jl* 31 '37

That Pepsodent contest. E. T. Gundlach. *Ptr Ink* 178:76-8 *Mr* 11 '37

26 prize contests. *Ptr Ink* 178:75+ *Ja* 21; 75, 78+ *F* 18 '37

2,253,125 in this contest; Pepsodent's 1936 event. S. Sherman. *Il Ptr Ink* 178:6-8+ *F* 25 '37

See also

Radio advertising—
Prize contests

Psychology

Direct-mail showmanship; D.M.A.A. in circus array of its annual convention. *Ptr Ink* 181:53, 56+ *O* 21 '37

Inferiority; pay dirt of advertising. C. Fowerbaugh and N. Krichbaum. *Il Adv & Sell* 29:32+ *My* 20 '37

Public relations clinic at twenty-second annual convention of the Financial advertisers association. H. W. Hepner. Bankers M 135:341-5 *O* '37

Satisfying the human urges. D. Powell. *Il Ptr Ink* Mo 34:24-6 *My* '37

You, too, can be beautiful. W. B. Edwards. *Ptr Ink* 181:11-12+ *O* 14 '37

See also

Advertising copy
Advertising research

Rates

Advertising rate problems that give space buyers the willies. Sales Management 40:460 *Mr* 1 '37

Farm-paper verdict reversed. *Ptr Ink* 179:64 *Ap* 1 '37

Inexplicable inanities of newspaper rate structure. Sales Management 41:58+ *N* 1 '37

Milline murder wherein Mr Jefferson defends his creation against all comers, a look back into history. B. Jefferson. *Ptr Ink* 179:17+ *Je* 24 '37

Mississippi press association to systematize rates. *Ptr Ink* 179:88 *My* 6 '37

Newspaper norm charts. *Ptr Ink* 178:24 *Mr* 11 '37

Robinson, Patman, and rate differentials. J. Benson. *Adv & Sell* 28:38+ *Ap* 22 '37

Space buying short cuts. J. J. Boyle. *Ptr Ink* 179:31-2+ *Ap* 22 '37

Want higher ad rate. Business Week p47-8 *My* 8 '37

Returns

Coupons in advertising; how many people read our ads? E. T. Gundlach. *Ptr Ink* 177:73-6 *D* 24; 80-1, 84-6 *D* 31 '36

Coupons in advertising; how many prospects in United States? E. T. Gundlach. *Ptr Ink* 178:91-5 *Ja* 7 '37

See also

Advertising—Inquiries

Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Seasonal space; study shows when important commodity groups spend magazine dollars. *Ptr Ink* 177:86-8, 93-4 *D* 10; 77-8, 82-4+ *D* 17 '36

When jobbers and dealers poke fingers into the advertising pie. F. J. Wright. Sales Management 40:524+ *Mr* 15 '37

Schools, Appeal to

Reaching children through schools; educational material from advertisers. E. E. Grumbine. *Il Ptr Ink* Mo 34:16-17+ *Mr*; 22-4+ *Ap* '37

Statistics

Advertising activity, tire and gasoline production. L. D. H. Weld. *Ptr Ink* Mo 33:55, 58 *D* '36

Advertising and retail trade; P. I. index comparison. L. D. H. Weld. *Ptr Ink* 180:49-50, 55 *Ag* 12 '37

Advertising and tobacco. L. D. H. Weld. *Ptr Ink* 181:70-2+ *O* 7; 92, 97-8+ *O* 21 '37

Advertising developments during 1936. L. D. H. Weld. *Ptr Ink* Mo 34:49-50 *Mr* '37

Advertising, 1932-1935. Survey of Cur Business 1936 Sup p21-4 [supplemented in monthly numbers]

Advertising's progress during 1936. L. D. H. Weld. *Ptr Ink* 177:6-8+ *D* 31 '36

Agencies bill clients \$500,000,000 in 1935. *Adv & Sell* 28:31+ *Ap* 8 '37

Agency business-paper lineage. *Ptr Ink* 180:22 *S* 30 '37

As goes advertising volume—so goes general business trend L. D. H. Weld. *Ptr Ink* 179:30+ *Je* 10 '37

Bureau of advertising estimates for 1936. *Ptr Ink* 179:16 *Je* 17 '37

Chains and advertising; comparison of their growth with P.I. index. L. D. H. Weld. *Ptr Ink* 180:76-8, 80-1 *Jl* 22 '37

Cost of magazine advertising, 1932-1935. Survey of Cur Business 1936 Sup p23 [supplemented in monthly numbers]

Cost of magazine advertising; revision, monthly, 1932-36. Survey of Cur Business 17 18 *O* '37

Do advertising agencies develop new business for media? *Ptr Ink* Mo 35:17-18+ *O* '37

Electric power production and advertising. L. D. H. Weld. *Ptr Ink* Mo 34:47-8 *F* '37

English advertising volume; publications and radio. *Ptr Ink* 179:71-2 *Je* 17 '37

Farm publications; advertising lineage for April (monthlies); advertising lineage for March (monthlies, semi-monthlies, etc.). *Ptr Ink* 179:103-5 *Ap* 15 '37 [cont monthly]

ADVERTISING—Statistics—Continued

Five-year lineage totals; magazines and farm-paper volume analyzed by amount carried in individual publications. *Ptr Ink* 178:94+ Ja 28 '37

Have radio dollars come from magazines? *Ptr Ink Mo* 35:16+ Je '37

How much is spent on advertising? British estimates. *Economist* 126:395-6, 451-2 F 20-27 '37

Is farm paper advertising keeping pace with recovery? L. D. H. Weld. *Ptr Ink Mo* 34:38, 42 Ap; 46-7 My '37

January magazine advertising, 1935-1937. *Ptr Ink* 178:100, 102, 104 Ja 14 '37 [cont monthly]

Magazine and radio expenditures, by industries, 1935 and 1936; tabulation. *Sales Management* 40:72 Ja 1 '37 [cont monthly]

National advertising lineage. *Adv & Sell* 28:30 Ja 1 '37 [cont monthly, 2d number of each month]

National advertising media; what they did in 1936. *Business Week* p15 Ja 16 '37

Net gain for advertising; progress for first half of 1937. L. D. H. Weld. *Ptr Ink* 180:53-4, 56 S 2 '37

Newspaper advertisers; list of 342 companies using more than 150,000 lines in 1936, with magazine, radio, farm-paper expenditures. *Ptr Ink* 178:65-88 Mr 4 '37

Newspapers, magazines, radio each gain in four major ad groups; expenditure by 394 national advertisers. *Sales Management* 41:40+ Jl 1 '37

Outlay of 368 advertisers; \$106,232,392 invested in magazines, farm papers, radio first half of 1937. *Ptr Ink* 180:65-9+ Ag 5 '37

Outlay of 322 advertisers during 1935 and 1936 in magazines, farm papers, radio; tabulation. *Ptr Ink* 178:63-5+ Ja 28 '37

Radio advertising; cost of facilities; revision; monthly, May 1932-Dec. 1936. Survey of *Cur Business* 17:20 S '37

Seasonal space; study shows when important commodity groups spend magazine dollars. *Ptr Ink* 177:86-8, 93-4 D 10; 77-8, 82-4+ D 17 '36

Supplementing the charts. *Ptr Ink* 177:14, 16-17 D 31 '36

See also

Advertising appropriations

Stockholders, Appeal to

Statistics for stockholders; graphs, charts, maps and diagrams used in annual reports. *Ptr Ink Mo* 35:21-3 Jl '37

Study and teaching

Advertising project, Stanford students present plan for Wesix electric heater. *Ptr Ink* 180:76-7 Ag 12 '37

Taxation

Bills to tax advertising. G. S. McMillan. *Ptr Ink* 178:85+ F 18 '37

Two states seek advertising tax. *Ptr Ink* 178:132 Ja 28 '37

Terminology

For measurable advertising. M. N. Chappell. *Ptr Ink* 177:87-8, 90-2 N 5 '36; Discussion. 177:61-2+ N 26 '36

Testing

See Advertisements—Testing; Advertising campaigns—Testing

Women, Appeal to

Advertising to women; specimens of bank ads. *Banking* 29:45-6 Je '37

Jane Engel dress shop advertising. *Ptr Ink Mo* 34:6d, 6f F '37

On selling to women. M. C. Ringland. *Ptr Ink* 179:17, 20-1+ Je 10 '37

35 manufacturers join in Home Guild plan to sell club women. L. B. Colby. *Ptr Sales Management* 40:825, 828+ Ap 20 '37

This men-women fight. *Ptr Ink* 179:17+ Ap 22 '37

To males: dial out! Cadillac fashion broadcast. D. E. Ahrens. *Ptr Ink* 178:113-15 Ja 21 '37

To men copy writers. M. C. Ringland. *Ptr Ink* 179:83-6 Ap 8 '37

Young people, Appeal to

See also

Advertising—Children, Appeal to

China

Bombed out of business. H. M. Coleman. *Ptr Adv & Sell* 30:30+ N 4 '37

Four hundred million customers. C. Crow. 317p \$3 Harper '37

Miss China discovers her legs; styles of western civilization, promoted through advertising. C. Crow. *Ptr Ink Mo* 35:24-5+ S '37

When you advertise in China; data about newspaper practices. C. Crow. *Ptr Ink* 180:65-7, 70-1 Jl 29 '37

Europe

Has two wooden legs, yet scales Alpine peaks; more European miscellanies. G. Bijur. *Ptr Adv & Sell* 29:36, 50 S 23 '37

Russian taught in 31 seconds. G. Bijur. *Adv & Sell* 29:30+ S 9 '37

Great Britain

English advertising volume; publications and radio. *Ptr Ink* 179:71-2 Je 17 '37

How much is spent on advertising? *Economist* 126:395-6, 451-2 F 20-27 '37

Russia

Soviet's unique advertising problem; educating its people to use luxuries. L. Zacharoff. *Ptr Adv & Sell* 28:42+ Ja 28 '37

United States

Letter to an Englishman; woman copy writer takes exception to his idea that American advertising is unmoral. M. H. Gammon. *Ptr Ink* 180:71-2+ Ag 12 '37

Venezuela

In Venezuela. L. H. Lewis. *Ptr Ink* 178:80 F 11 '37

ADVERTISING, Association

Association advertising for manufacturer members. Armco culvert manufacturers association. *Ptr Ink Mo* 35:26 Ag '37

Cooperative advertising campaign launched by the North Shore plumbing contractors association. *Ptr Dom Eng* 150:68-70+ N '37

How about national advertising for transit? R. S. Tompkins. *Ptr Transit J* 80:464-6 D '36

How peach surplus was sold. *Ptr Ink* 178:109-10 Mr 4 '37

Industry speaks again; next twelve-page campaign of N.A.M. goes to all dailies. *Ptr Ink* 181:84 N 4 '37

It's better to pull together! *Ptr Inland* 99:69, 71 Je '37

Laundries plan joint advertising. *Business Week* p49-50 Ap 17 '37

National advertising next! NAMBO endorses a plan for bus advertising. *Bus Transportation* 15:539 D '36

Promoting a by-product; iodine as ingredient of balanced stock ration. J. J. Nichols. *Ptr Ink* 178:92-3 Mr 11 '37

Salmon cannery finds advertising pays; open guns on '37 campaign. *Ptr Sales Management* 40:442+ Mr 1 '37

Southern pine industry fights price competition with advertising; newspapers and direct mail. *Ptr Sales Management* 41:41-2 Jl 15 '37

Finance

Group advertising funds. *Ptr Ink* 178:106-7+ F 25 '37

ADVERTISING, Cooperative

Ads sell lettuce; California and Arizona growers campaign. *Business Week* p25-6 Jl 17 '37

Anthraxite takes sales story to consumers. *Ptr Coal Age* 42:57-8 F '37

Co-op ads increase on Pacific coast. *Business Week* p54 O 23 '37

ADVERTISING, Cooperative—Continued

Cooperative advertising gives anthracite industry new life. *il* Sales Management 41: 46-7 S 1 '37

Co-operative campaign sells Philadelphia homes. Bankers M 135:442-4 N '37

National power sales advertising gaining favor. R. D. Hayes Elec W 108:207+ J1 17 '37

35 manufacturers join in Home Guild plan to sell club women. L. B. Colby, *il* Sales Management 40:825, 828+ Ap 20 '37

See also

Advertising, Association

ADVERTISING, Direct

See also

Package inserts

ADVERTISING, Direct mail. *See* Advertising, Mail

ADVERTISING, Educational

Ads against strikes, boom in institutional advertising. Business Week p58-9 O 30 '37

Advertising and safety: traffic accident problem cannot be solved by individual efforts to commercialize it. P. G. Hoffman, *Ptr Ink* 177:21+ D 24 '36

Advertising as safety aid; replying to Mr. Hoffman. H. G. Kemper, *Ptr Ink* 178:104-5+ F 11 '37

Advertising serves in war on disease. *il* Adv & Sell 28:26 Ja 1 '37

Business goes to the polls; how advertising by California chains defeated tax. D. G. McPhee, *il* *Ptr Ink* 177:16-17, 20-1+ N 19 '36

Feed firm sponsors eat more eggs drive to aid farmers; Albers bros. *il* Sales Management 40:416 Mr 1 '37

Industry speaks again, next twelve-page campaign of N.A.M. goes to all dailies *Ptr Ink* 181:84 N 4 '37

Inside story of California chain tax war. D. Francisco, *il* Adv & Sell 28:27+ F 11 '37

Lessons from the ballot; chain-store men's experience in California election. *Ptr Ink* 177:41+ D 31 '36

Modernized sales demotion; opponents of liquor and tobacco are borrowing the techniques and appeals of advertising. P. H. Erbes, jr *il* *Ptr Ink* 179:6-8+ My 13 '37

New school of public relations; the newspaper as a mold of public opinion W. A. Thomson, *Trust Companies* 65:330-4 S '37

Not only the sale of goods; restoration of public's confidence in business is advertising's task. R. Moley, *Ptr Ink* 179:40-1, 44-5+ My 6 '37

Prices are lowest; new evidence and support for campaign. *il* Dom Eng 150 68-71+ O '37

Problems the stainless steel industry must find a way to solve. J. C. C. Holding, *il* Sales Management 40:444, 446 Mr 1 '37

Soviet's unique advertising problem; educating its people to use luxuries. L. Zacharoff, *il* Adv & Sell 28:42+ Ja 28 '37

Walk-over shoes educate, build good will, sell, with sound film. Sales Management 40:236 F 1 '37

Weaknesses of strike copy. D. Gridley, *Ptr Ink* 178:86, 88-9 Mr 11 '37

See also

Advertising, Association Safety advertising

Advertising, Institutional State advertising

ADVERTISING, Foreign

Foreign tang in export house magazine; Allis-Chalmers tractors. *il* *Ptr Ink* Mo 35:28 J1 '37

Main streets. M. O'Dea, *Ptr Ink* 179:29 Je 3 '37

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

Black rules in advertising case. *Ptr Ink* 181:12 N 11 '37

Lea bill compromise. *Ptr Ink* 179:12, 14 My 20 '37

See also

Advertising—Laws and regulations
Advertising ethics

ADVERTISING, Government. *See* Government advertising

ADVERTISING, Indirect

Bread company wins grocers' support on gift-basket promotion. A. Bradshaw, *il* Sales Management 39:1038+ D 15 '36

Feed firm sponsors eat more eggs drive to aid farmers; Albers bros. *il* Sales Management 40:416 Mr 1 '37

How Fleischmann's yeast backs up Ripley's bakers' broadcast; radio, newspaper advertising, direct-mail and store display. *il* *Ptg Art Q* 66 no 4:57-63 '36

Man of fifty; Squibb campaign. *il* Adv & Sell 28:34 F 11 '37

No advertising in this film; Swift & company's four-reel talking picture, produced to benefit the baking industry. *il* *Ptr Ink* Mo 35:11-15 Ag '37

Why wait? Sears, Roebuck & company farm-paper copy urges young folks to marry. *Ptr Ink* 181:16 O 14 '37

See also

Advertising, Educational

ADVERTISING, Industrial. *See* Advertising—Industries, Appeal to

ADVERTISING, Institutional

Ads against strikes, boom in institutional advertising. Business Week p58-9 O 30 '37

Advertising unfair to organized labor; advertising should not be used as a forum for labor disputes. Adv & Sell 30 29+ N 4 '37

Aluminum's big ads; institutional campaign aimed at consumer *il* Business Week p16 O 23 '37

\$400,000 aluminum campaign *Ptr Ink* 181 100 O 14 '37

Good-will: \$1; Jewel Tea takes its customers and employees behind the balance sheet; supplemental report. M. H. Karker, *Ptr Ink* 179 6-8, 93-4 Ap 29 '37

Milk and safety. *Ptr Ink* 181:32 O 7 '37

Project a promotion personality. M. Dana, *il* Adv & Sell 28:44+ Ja 14 '37

ADVERTISING, Library. *See* Library advertising

ADVERTISING, Mail

Advertising lockwashers; printed pieces that:

(1) tell how to use the product, (2) guarantee it, (3) sell related products, (4) build general good-will. R. F. Bellack, *il* *Ptg Art Q* 66 no 4 67-70 '36

Association advertising for manufacturer members, Aranco culvert manufacturers association *Ptr Ink* Mo 35 26 Ag '37

Direct-mail is the amplifier. E. K. Hunt, *il* *Ptg Art Q* 66 no 3:82-4 '36

Direct-mail leaders. *il* *Ptr Ink* Mo 35 23-6 O '37

Direct-mail question box. F. Egner, *Ptr Ink* 178 59-60 Mr 4 '37

Direct-mail showmanship, D. M. A. A. in circus array of its annual convention *Ptr Ink* 181: 53, 56+ O 21 '37

50 direct-mail leaders. *Ptr Ink* 180:44 S 9 '37

48,084 mail campaigns; how Iron Fireman co-operates with its salesmen through wide distribution of printed materials. *il* *Ptr Ink* 180:49+ S 23 '37

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. D. G. McPhee, *il* *Ptg Art Q* 66 no 4:49-56 '36

Kuppenheimer finds a way to win support of retail salespeople; using their photographs in advertising. *il* Sales Management 40:116+ Ja 15 '37

Little billboards; direct-by-mail campaign, millions of labels identify Bemberg. T. Wood, *il* *Ptr Ink* 181:29+ O 14 '37

Mail campaign sells ranges and water heaters to prospects; San Diego consolidated gas & electric co. Elec W 107:300 Ja 16 '37

ADVERTISING, Mail—Continued

Mailing piece for use by printers. Published in monthly numbers of Inland printer

No salesmen needed here; business-paper advertising and direct mail for Lanwade shovel-barrow. *il* Ptr Ink 179:45-6 *Ap* 29 '37
Outside the broadside; analysis of 116 dealer mailings. A. M. Howe. *il* Ptr Ink Mo 34:39-40+ *Ja* '37

Pat Casey deposes and says, mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets *Ptr* Ink 180:61-2 *S* 2 '37

Photographs for direct-mail advertising, 42 reproductions. *Ptg* Art Q 67 no 1.23-37 '37

Pontiac's biggest mail campaign: 5,000,000 sales messages in 1937 *il* Sales Management 40:1073-4 *Je* 1 '37

Postman rings thrice... advertiser-mailman tells three ways to speed direct mail. A. T. Short. *Ptr* Ink 177:51-2 *D* 24 '36

Sampling by mail. *il* Ptr Ink Mo 35 21-5 *Ag* '37

Six dynamic direct mail ideas *il* Sales Management 40 1078-9 *Je* 1 '37

600-year-old product meets amateur copy writer, Trinity audit ale A. Bradbury. *il* *Ptr* Ink Mo 35:37-8 *Ag* '37

Something new under the sun; contest by direct mail; Watkins liniment. *Ptr* Ink Mo 35 48 *O* '37

Testimonial mailings, used in department-store field should be adaptable to other types of outlets *Ptr* Ink 180 19-20, 24 *S* 2 '37

What S. C. Johnson has learned about making mailing pieces pull *Sales Management* 41 20-1+ *Ja* 1 '37

See also

Advertisements—
Books and booklets
Broad-sides (advertisements)
Calendars
Catalogs

Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Sales letters

Folders

Folder clinic, retailers tell what they like and don't like A. M. Howe *Ptr* Ink 180. 29, 32+ *Ja* 29 '37

Helps for the utilities, kind of advertising folders they prefer to use H M Andrews *Ptr* Ink 180 73-4+ *Ag* 19 '37

Inland printer offers folder for printers. Inland *Ptr* 99 48-9 *Je* '37

The other fellow feeds you; greet him; talk his language! R L Wright. Inland *Ptr* 98 28-30 *D* '36

They put a good folder to work. H. Millan. *il* Inland *Ptr* 98:63 *D* '36

Printing

Do de luxe sales presentations pay? R Bernstein *il* *Ptg* Art Q 67 no 1.134-5 '37

Extraordinary design for ordinary printing, specimens of calendars, house organ covers, booklet covers W G Smythe *Ptg* Art Q 66 no 1.19-23 '36, 67 no 1.142-7 '37

Lithography for advertisers. *il* map *Ptr* Ink Mo 34:75-8+ *My* '37

Please bid on my printing! E. K. Hunt *il* *Ptg* Art Q 66 no 4:64-6 '36

Return cards

Return cards, ten methods that build sales and good-will among dealers *il* *Ptr* Ink 179 65-6+ *Je* 24 '37

Returns

Cold list mailing; 9% yield; results from combination business-paper and direct-mail effort; Read machinery company. *Ptr* Ink 180:45-6+ *S* 9 '37

5,000 mailing, 400 new accounts; Romine gas stove connection. *il* *Ptr* Ink Mo 35:26+ *S* '37

Sells 5 per cent of mail list; Buhl foundation advertises expensive book. C. V. Starrett. *il* *Ptr* Ink Mo 35:35-6 *O* '37

Schedules

How long between letters? *Sales Management* 40:1198 *Je* 15 '37

Testing

All can now be told; Republican club of Massachusetts membership direct-mail campaign. W. Cochrane. *Ptr* Ink 179:91-2+ *Je* 10 '37

ADVERTISING, National

Aspirin wins! irritation-association method of advertising evaluation. D. Houghton. *Ptr* Ink Mo 34:32+ *My* '37

Battle of the brands; consumer analysis in Milwaukee shows dominance of national over private labels. *Ptr* Ink 179:60, 64-5+ *Ap* 29 '37

Brand of gain; study of British trade marks. D. W. Walton. *Ptr* Ink 179:32-4, 38 *Je* 3 '37

Brief for brands; how and why national advertising works for benefit of good retailer. A. R. Kneibler. *Ptr* Ink 180:15-16 *S* 30 '37

Chains and cut prices; opposing Wm. H. Ingersoll's ideas about fair-trade decision. G. M. Lebar. *Ptr* Ink 178:100-2 *F* 11 '37

Coupons in advertising E. T. Gundlach. *Ptr* Ink 177:25, 28, 30-2 *N* 19 '36

Disappointed retailer; slip-up between national advertising and retail distribution. A. H. Van Voris. *Ptr* Ink 177:30 *D* 31 '36

Fair trade laws force brands issue. R. I. Elliott *il* *Adv* & Sell 28:31+ *Ap* 22 '37

Fortune survey, advertised brands *Fortune* 16:104 *Ja* '37

Lift for advertising; fair-trade decision's probable effects foretold from Ingersoll's experience with dollar watches. W. H. Ingersoll *Ptr* Ink 177:57-8, 60-2 *D* 24 '36

Mail-order confession. *Ptr* Ink 180:92 *S* 16 '37

Merchandising in a rising price market, the status of branded lines. L. Valenstein. *il* *Adv* & Sell 28:42+ *Mr* 25 '37

National advertising as a public servant. W. H. Ingersoll *Ptr* Ink 178:6-8+ *Mr* 11 '37

National advertising needs sharper consumer angle C B Larrabee. *Ptr* Ink 179:16-17, 20-1 *My* 13 '37

National brands gain; parent-teachers' inventory of Cleveland kitchens. *Ptr* Ink 179 66, 68-70 *Ap* 8 '37

No private brand paradise; fair-trade laws, merely permissive. W. H. Ingersoll. *Ptr* Ink 178:29+ *Ja* 21 '37

Photographs for national advertising, reproductions. *Ptg* Art Q 67 no 1.75-97 '37

Price-fixing laws boom advertising. *Am* Business 7 32+ *Ja* '37

So you're pushing private brands? an answer to Krasne and others. F J Wright. *il* *Sales Management* 41 25-6+ *F* 15, 36-8 *Ag* 1 '37

Store backs national brands; co-operative program offered manufacturers by Crowley-Milner, Detroit *Ptr* Ink 180 12+ *Ag* 26 '37

This fair-trade dilemma C B. Larrabee. *Ptr* Ink 180 14-17 *S* 16 '37

What colors are most popular with national advertisers? K. Tucker. *Adv* & Sell 28:100, 102+ *F* 25 '37

See also

Advertising appropriations

Advertising campaigns

Private brands

Statistics**See Advertising—Statistics****ADVERTISING, Outdoor**

Believe in signs, outdoor advertising brings business to a fixed base operator, flying instructions traded for commodities W D. Burdette. *il* *Aviation* 36 34-5 *S* '37

Outdoor progress; four groups meet in St Louis *Ptr* Ink 181 36+ *N* 4 '37

Showmanship sells brick; unusual outdoor and other advertising, Virginia-Carolina clays, Inc H P Grier, Jr. *il* *Brick & Clay Rec* 91:188-9+ *O* '37

See also

Electric signs

Posters

ADVERTISING, Point-of-sale

Displays that stay. *il* *Ptr* Ink Mo 33:63-6+ *D* '36

Point-of-purchase influence of women's magazines. *il* *Food Ind* 9:597, 600 *O* '37

ADVERTISING, Point-of-sale—Continued

Point of sale, inc. to legalize outlawed advertising allowances. *Il Food Ind* 9:514-15 S '37

Point-of-sale space; agency organized to make groceries a profitable advertising medium. *Business Week* p22+ *Jl* 17 '37

To stimulate ideas for displays; fifty questions for the advertiser to check. N. J. Leigh. *Ptr Ink Mo* 34:55+ F '37

Your point-of-sale advertising should feature companion items, says grocery chain operator. C. N. Tunnell. *Sales Management* 41:47 *Jl* 1 '37

See also

Advertising—Dealer Labels
helps Show cards

ADVERTISING, Radio. See Radio advertising
ADVERTISING, Soliciting of

Abuse of the survey idea; by an industrial paper advertising manager. *Ptr Ink* 178:16-17, 20+ *Mr* 4 '37

Develop a personnel inventory and unearth plus talents in selling space, time and agency service. J. Truscott. *Adv & Sell* 29:48+ O 7 '37

Father writes son; reply to irritated sales manager. *Ptr Ink* 180:43-4+ S 30 '37

Five tragic cases; agent complains about newspapers. E. S. Brandt. *Ptr Ink* 178:81-2 *Ja* 7 '37

Friend in court; business press needs representation when advertisers plan schedules. M. P. Hanford *Il Adv & Sell* 29:30+ *Jl* 1 '37

How surplus tax laws favor advertising. J. K. Lasser. *Adv & Sell* 28:29-30+ D 3 '36

Irritated sales manager; objects to educating cub advertising solicitors. B. Garretson. *Ptr Ink* 180:75-6 S 9 '37

Milline maligners; by a space salesman *Ptr Ink* 179:25-6 *Je* 3 '37, Reply (Space buyer's defense) S. B. Jewett. 180:45-6 *Jl* 1 '37

Son rights father; a wide-open call for real idea from advertising salesman aged 25 or 75. B. Garretson. *Ptr Ink* 181:37+ O 7 '37

Starting a new life; how to apply the technique of tiger hunting to space selling. P. K. Crowe. *Sales Management* 40:76-7 *Ja* 1 '37

Thoughts on space selling. D. Nichols *Ptr Ink* 180 14 S 2 '37

To business-paper salesmen; advertising agent tells how their solicitations can be valuable to him. R. S. Hanford. *Ptr Ink* 178:88+ F 11 '37

Troubles of a space buyer; some common-sense suggestions for salesmen. F. M. Wright. *Ptr Ink* 179:57-60 *Ap* 1 '37

When jobbers and dealers poke fingers into the advertising pie. F. J. Wright. *Sales Management* 40:524+ *Mr* 15 '37

See also

Audit bureau of circulations

ADVERTISING, State. See State advertising**ADVERTISING affiliation**

Annual convention, Erie, Pa. *Ptr Ink* 179:40 *My* 20 '37

ADVERTISING agencies

Advertising agency stores E. M. Lubeck *Il* *Ptr Ink* 180:102-4, 107-8 *Ag* 5 '37

Agencies and short-term plans; analysis of 116 opinions. *Ptr Ink* 180:6-8+ *Jl* 1 '37

Agency high priests. *Ptr Ink* 177:21, 24+ D 10 '36

Agency operation. H. Blackett. *Ptr Ink* 180:33, 36, 38-40 *Ag* 12 '37

Agency profits under 2%; conclusions drawn from statement of billings in census report. L. D. H. Weld. *Ptr Ink* 179:77+ *My* 13 '37

Agency web meets; Continental agency network. *Business Week* p32+ S 18 '37

Another mid-western ad man remembers: Lord & Thomas, grand daddy of modern agency practice. *Adv & Sell* 29:40+ *My* 20 '37

Do advertising agencies develop new business for media? *Ptr Ink Mo* 35:17-18+ O '37

Ethical planning under the Cleveland media plan. *Adv & Sell* 28:42+ N 19 '36

First agency census. A. E. Haase. *Ptr Ink* 179:82+ *Ap* 1 '37

How advertising executives cope with people who offer ideas for sale. R. I. Elliott. *Adv & Sell* 29:29-30+ *Ag* 12; 42 *Ag* 26 '37

1937 trends in agency practice; medium-sized agencies. F. Coutant. *Adv & Sell* 29:33-4 S 23 '37

Pests; advertising agency man complains of interruptions. H. Powel. *Ptr Ink* 178:6-8+ *Mr* 18 '37

Re: Henry B. Humphrey. M. O'Dea. *Ptr Ink* 179:29, 32-3+ *My* 20 '37

Small, but he likes it. *Ptr Ink* 178:117-18 *Ja* 21 '37

Three agency questions; increased costs of service; spreading the load of planning and list-building; and summer activity. *Ptr Ink* 180:81-2+ *Jl* 8 '37

\$2,000 verdict for agency idea. *Ptr Ink* 178:12 F 4 '37

What is advertising agency's real function? D. Dunne. *Il* *Ptr Ink Mo* 35:14-15+ *Jl* '37

See also

Advertising, Soliciting of

Art departments

Artistic torture—a survey conducted by the Art directors' club. S. Peabody. *Adv & Sell* 29:44+ *My* 6 '37

Client cooperation

Agency takes clients on production tour. *Il* *Ptr Ink Mo* 35:57-8 S '37

Check list for client cooperation. H. K. Dugdale. *Adv & Sell* 29:37+ *My* 6 '37

Clients are people; their sales are more important than agency's pet ideas. W. J. Weir. *Ptr Ink* 178:25, 28 *Ja* 28 '37

Commissions

New Canadian radio franchise *Ptr Ink* 180:24 *Ag* 5 '37

Contracts

Keeping right with the agency. *Ptr Ink* 178:92 F 11 '37

Employees

Agency group looks to colleges. *Ptr Ink* 180:32 *Ag* 19 '37

Agency summer operations *Adv & Sell* 29:32 *Je* 3 '37

College men wanted, maybe. J. K. Massey. *Ptr Ink* 180:29+ S 23 '37

Develop a personnel inventory and unearth plus talents in selling space, time and agency service. J. Truscott. *Il Adv & Sell* 29:48+ O 7 '37

How advertising agencies handle tomorrow's executives; to train talent or to buy it? W. A. Lowen. *Adv & Sell* 30 34+ N 4 '37

Ye olde advertising men (aged 35). *Ptr Ink* 180 6-8+ *Ag* 5 '37

Film departments

Films in the agencies. S. H. Walker and P. Sklar. *Ptr Ink* 180 6-8, 12+ S 30 '37

Motion picture question box; how can the advertising agency keep pace? *Il Adv & Sell* 29 49-50+ O 21 '37

Management

Let's have a meeting; agency found a substitute for conferences H. J. Kaufman. *Ptr Ink* 180 61-2 *Jl* 15 '37

Small agency oils up its cash register. *Adv & Sell* 28:79+ F 25 '37

Trade lasts, and firsts; a study of business-paper advertising copy. R. Barrett and W. J. Weir. *Ptr Ink* 181:14-17 N 4 '37

Radio departments

Advertising agency and radio; eight requirements for organizing and operating a radio department. B. J. Hauser. *Ptr Ink* 181:6-8 N 11 '37

Radio departmentia praecox. R. Perkins. *Ptr Ink* 177:53-4+ D 24 '36

ADVERTISING agencies—Continued**Selection**

How we select an agency. *Ptr Ink* 177:6-8, 97-8+ N 19; 24-5+ N 26; 73, 76-8+ D 3 '36
North Carolina and the agencies. J. A. Wales.
Ptr Ink 180:29+ J1 1 '37

Service

How we select an agency. *Ptr Ink* 177:77 D 3 '36

Space buyers

Are space buyers too lazy to dig out the real space values? *Sales Management* 40: 1108+ Je 1 '37

Five tragic cases; agent complains about newspapers. E. S. Brandt. *Ptr Ink* 178:81-2 Ja 7 '37

Milline maligners; by a space salesman *Ptr Ink* 179 25-6 Je 3 '37; Reply (Space buyer's defense) S B Jewett. 180 45-6 J1 1 '37

Milline, yes, but there's more to space buying than this, by an agency executive, L V Wallace. *Ptr Ink* 179 33, 36 Je 17 '37

Sorry—but we buy only evening papers for the Zilch account. *Sales Management* 40: 982+ My 15 '37

Troubles of a space buyer; some common-sense suggestions for salesmen. F. M. Wright. *Ptr Ink* 179:57-60 Ap 1 '37

ADVERTISING allowances

Advertising allowance back; 75% of manufacturers restore plan with modifications. *Ptr Ink* 178:45-6+ Mr 25 '37

Allowance can be decent C. B. Larrabee. *Ptr Ink* 178:17, 20-1+ F 11 '37

Allowances under Patman H M Foster *Ptr Ink* 181 37, 40+ O 28 '37

Is Wright Patman right? about the effects of his act on advertising? W. Sammons. *Adv & Sell* 30:23, 42+ N 4 '37

Little lessons in big business; business man attempts to explain things to his son, G. Scholefield. *Adv & Sell* 28:38 Mr 11 '37

Point of sale, inc to legalize outlawed advertising allowances il *Food Ind* 9 514-15 S '37

Point-of-sale space, agency organized to make groceries a profitable advertising medium *Business Week* p22+ J1 17 '37

Survey of national advertisers shows R-P act has not killed off cost-sharing ad deals. *Sales Management* 40:613-15 Ap 1 '37

What advertising should know about my act; how to determine advertising allowances. W Patman *Adv & Sell* 29:29-31+ S 23; 29-31 O 7 '37

What do food distributors want from manufacturers? questionnaire to 715 distributors *Adv & Sell* 29 21, 38+ J1 1 '37

ADVERTISING and bankers*See also*

Bank advertising

ADVERTISING and salesmen

Sales and advertising coordination H. N. Baum *Adv & Sell* 29:60 O 7 '37

Salesmen and advertising; ways that advertising helps salesmen J. A. Murphy. *Iron Age* 138:90-3 D 3 '36

ADVERTISING and stockholders

Let stockholders know; advertising ignored in most annual reports A. M. Howe. *Ptr Ink* 180 71-4+ J1 15 '37; Discussion. 180:53-4 J1 29 '37

ADVERTISING appropriations

Advertising boosted by new tax on undistributed earnings. *Business Week* p14-15 Ja 16 '37

Advertising reduces your taxes! C. N. Everett. *Inland* *Ptr* 98:64-5 D '36

Advertising reserves; companies in general and industrial fields tell experiences. *Ptr Ink* 179:71-4 My 27 '37

\$5,650,000 for state advertising; appropriations, 1936, 1937, tabulated by states. G. Cunningham. il *map Adv & Sell* 30:28, 69-72 N 4 '37

41 advertisers; \$93,462,042. *Ptr Ink* 178:105-6 Ja 28 '37

How eight drug competitors split their advertising dollars; pictograph. *Sales Management* 41:39 O 1 '37

How 41 big firms initiate and clear sales and advertising budgets. J. A. Murphy. *Sales Management* 41:20-2+ S 15; 30+ O 1; 22+ O 20 '37

How 150 figure the advertising budget. *Ptr Ink* 179:6-8, 96+ Ap 15 '37

How surplus tax laws favor advertising. J. K. Lasser. *Adv & Sell* 28:29-30+ D 3 '36

How to keep the advertising budget flexible. *Ptr Ink* 179:48-9, 52+ My 20 '37

If I only had the money! S. E. Leith *Ptr Ink* 180:33, 36+ Ag 26 '37

Isolate for profit! A. E. Haase. *Ptr Ink* 180. 16-17+ J1 1; 69+ J1 8 '37

Mr Wrigley's lesson; study in continuity and sufficiency *Ptr Ink* 181:92-3 O 28 '37

126 advertisers describe budget methods. *Ptr Ink* 179:72-3, 76 My 6 '37

Outlay of 368 advertisers; \$106,232,392 invested in magazines, farm papers, radio first half of 1937. *Ptr Ink* 180:65-9+ Ag 5 '37

Outlay of 322 advertisers during 1935 and 1936 in magazines, farm papers, radio; tabulation. *Ptr Ink* 178:63-5+ Ja 28 '37

Twelve leading advertisers. *Ptr Ink* 178:64 Ja 21 '37

Why space appropriation methods change. *Ptr Ink* 179:16-17+ Ap 29 '37

ADVERTISING art

Commercial art as a career C Wade. 101p \$2 Pitman 37

Creative artists, 1937. 2p, 62 pl Sackett & Wilhelms lithographing corp, New York; Boston '36

Why the Art directors' show. D. Uptegrove. *Adv & Sell* 28:32+ Ap 22 '37

See also
Advertisements, Pictorial
Fashion drawing

Exhibitions

Catalog of the Printing art quarterly's 1936-1937 exhibition of advertising photography. Sherman hotel, Chicago, April 28-30; with reproductions and index *Ptg Art Q* 67 no 1.22A-22H, 23-97 '37

ADVERTISING artists*See also*

Averill, John

ADVERTISING as a profession

Admen who hate their jobs. *Adv & Sell* 29: 32+ O 7 '37

Blind, but confident; in search for advertising job. *Ptr Ink* 177:108-9 D 10 '36

Down but not out; copy writer who started his own business. *Ptr Ink* 180 37, 40-1+ Ag 19 '37

Get a job, any job! first step for breaking into advertising. H. L. Klein. *Ptr Ink* 178: 45, 48+ Mr 11 '37

Help wanted; aspiring junior questions those who have arrived in advertising. *Ptr Ink* 179:45+ My 13 '37

Making of a copy-writer. T. H. Thompson. *Adv & Sell* 29:36+ S 9 '37

With agency experience. W. A. Armstrong. *Ptr Ink* 178:102-3 Ja 7 '37

See also

Advertising agencies Advertising ethics
Advertising copy Advertising managers
writers

ADVERTISING associations

Convention dates Published in weekly numbers of *Printers' Ink*

ADVERTISING awards

Administrative board announces honors list for 1936. il *Business Week* p53-4 F 27 '37

Annual advertising awards, 1936. il *Adv & Sell* 28:43-71 F 25 '37

Annual advertising awards, 1936. *Ptr Ink* 178:89-90 F 25 '37

Annual advertising awards, 1937; Administrative board, regulations, etc. *Adv & Sell* 29:25-6 J1 15 '37

Art directors medals awarded. *Ptr Ink* 179: 106-7 Ap 15 '37

Direct-mail leaders. il *Ptr Ink Mo* 35:23-6 O '37

Editor and publisher awards. *Ptr Ink* 179:90 Ap 8 '37

ADVERTISING awards—Continued

Industrial advertisers meet; prizes awarded for best campaigns. *Iron Age* 140:64-5 S 30 '37

Life advertising association awards. *Spectator* (Life ed) 137:33 N 26 '36

Mary Pentland wins Snapp award. *Ptr Ink* 179:85 Je 24 '37

More proof, less proofs; results of campaigns should be stated. *P. Hollister. Adv & Sell* 30:22 N 4 '37

Outdoor design awards. *Il Ptr Ink* 177:84 N 19 '36

Outdoor winners. *Il Ptr Ink* 177:91 N 26 '36

Purposes of the annual advertising awards. *S. Peabody. Adv & Sell* 28:72+ F 25 '37

Utilities copy awards. *Ptr Ink* 179:86-7 Je 24 '37

Winners of newspaper advertising contest for electrical gift month are announced. *Edison Elec Inst Bul* 5:383 S '37

ADVERTISING campaigns

Advertising campaigns. Published in semi-monthly numbers of Sales management

Amateur shows on truck help build volume for west Texas tire distributor. *Il Sales Management* 40:408 Mr 1 '37

Armour's largest campaign. *Ptr Ink* 178:36 Ja 7 '37

Armour's meal of the month off on third bigger and better year. *Il Sales Management* 40:171+ Ja 15 '37

Feed firm sponsors eat more eggs drive to aid farmers; Albers bros. *Il Sales Management* 40:416 Mr 1 '37

Greatest printed campaign in banking history; Bank of America, with its fifty-five branches. *D. G. McPhee. Il Ptr Art Q* 66 no 4:49-56 '36

How Bowey's put across a product dealers didn't want; Dari-Rich, a chocolate base milk drink mix. *Il Sales Management* 39:914, 918 D 1 '36

How 41 big firms initiate and clear sales and advertising budgets. *J. A. Murphy. Sales Management* 41:30+ O 1; 22+ O 20 '37

Meyercoed co. to invade homes with decalomania decorative transfers. *Il Sales Management* 40:44 Ja 1 '37

Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. *R. Barrett and W. J. Weir. Ptr Ink* 181:57, 60-2 N 11 '37

See also

Advertising, Association Buy-at-home campaigns

Testing

Jelke wins 70% distribution in 4 weeks in Indianapolis test drive on new cheese; newspaper advertising, a sampling campaign and dramatic point-of-sale material. *Il Sales Management* 40:30-1 Ja 1 '37

Pre-testing a national newspaper campaign. *R. Sheldon. Il Adv & Sell* 29:26-8+ Je 3 '37

Testing advertising marksmanship; sales pretesting. *F. Coutant. Adv & Sell* 29:32+ Ji 29 '37

ADVERTISING cards

Cigar stores sell advertising space behind counters. *Ptr Ink* 178:140 Ja 28 '37

Ford's national car card campaign. *Il Adv & Sell* 28:40 Ap 8 '37

See also

Advertising cut-outs
Show cards

ADVERTISING characters

Boy and slate come to life in billboard campaign. *Il Nat Pet N* 29:40+ Je 16 '37

Reddy Kilowatt becomes an international figure. *Il Edison Elec Inst Bul* 4:444 N '36

Story of Chessie. *O. Proctor. Il Adv & Sell* 28:36 D 17 '36

Trade character revived; Jelke Dutch girl. *Il Ptr Ink Mo* 34:25 Ap '37

ADVERTISING clubs

Advertising clubs breakfasts. *Ptr Ink* 179:85-6 Je 24 '37

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING copy

Advertising's pun center, it's in London.

E. Green. *Il Ptr Ink* 180:17, 20+ Ji 22 '37

All-purpose copy chart. *J. D. Cathcart. Ptr Ink* 178:37+ F 25 '37

And now concerning copy. Published in bi-weekly numbers of Advertising and selling

Domestic pun production. *D. E. Rowan. Ptr Ink* 180:21, 24 Ag 12 '37

Ex appeal in machine tool selling; Bullard co. advertises to executives. *E. P. Blanchard. Il Iron Age* 139:22-6 Ja 14 '37

5000 food selling phrases. *A. Todoroff. 238p Grocery trade pub. house, 755 N. Central av, Chicago '37*

Four don'ts for the coupon advertiser. *B. Brady. Il Adv & Sell* 28:31, 62-3 D 17 '36

Having a good time, wish you were here. *A. B. Reincke. Adv & Sell* 29:50 Je 17 '37

How eloquent is the copy you don't write? *J. T. Mangan. Adv & Sell* 28:32 D 3 '36

How to write advertisements. *K. S. Howard. 257p \$2 McGraw-Hill '37*

How to write advertising. *K. M. Goode. 168p bibliog(157-8) pa \$1 Longmans '36*

Ideas about ideas; reprinted from 1927 *Printers' ink. G. Gilpatric. Ptr Ink Mo* 33:22+ D '36

Inside the broadside. *A. M. Howe. Il Ptr Ink Mo* 34:26-7+ F '37

Is one picture worth 10,000 words? not if they're the right kind of words. *M. B. Cutler. Il Ptr Art Q* 67 no 1:124 '37

Is your advertising good humored? *T. Cummings. Il Adv & Sell* 29:34-5+ My 6 '37

Less than 100 words; small-space advertisers convey convincing message. *Ptr Ink* 178:71, 74-5 Ja 7 '37

Life among the liquor ads; whiskey adopting role of great educator. *F. H. Erbes, Jr. Ptr Ink* 178:25+ Mr 4 '37

Look for the liability. *W. J. Weir. Ptr Ink* 177:31-2+ D 31 '36

On telling the truth. *G. B. Hotchkiss. Ptr Ink* 178:6-8+ Ja 7 '37

Pat Casey deposes and says; mailing piece, affidavit style, yields 887 replies and 260 orders for steel wall cabinets. *Ptr Ink* 180:61-2 S 2 '37

Personal tastes and business profits; adjudging contests. *C. Rheinstrom. Adv & Sell* 29:34 Je 3 '37

Retail salesmen write copy; Botany worsted mills conduct contest. *Ptr Ink* 180:87-8 Ji 22 '37

Satisfying the human urges. *D. Powell. Il Ptr Ink Mo* 34:24-6 My '37

Selling to experts; lesson for advertisers in many other lines. *M. K. Powers. Ptr Ink* 179:29+ My 6 '37

Shell's fun-test. *H. Powel. Il Adv & Sell* 29:24 Ji 1 '37

So what? Aesop Glim, pseud. *Ptr Ink* 180:62+ Ag 5 '37

Some pun; defense of word-play in advertising. *P. Cameron. Ptr Ink* 180:43-4+ Ag 26 '37

Wanted: the word-of-the-year for 1937. *A. Graham. Adv & Sell* 28:95 F 25 '37

When pictures inspire copy. *A. Brashears. Il Adv & Sell* 29:25+ Je 3 '37

Yardsticks for headlines and copy. *B. A. Stebbins. Adv & Sell* 29:42 Je 3 '37

Youth looks at advertising. *J. Frankel. Ptr Ink* 180:64+ Ji 8 '37

See also

Advertisements— Advertising ethics
Testing Sales letters
Advertisements, Humorous

Competitive copy

California orange growers fight. *Business week* p20+ Ja 9 '37

Prima donnas at war; by a magazine publisher. *Ptr Ink* 180:17+ Ji 8 '37

Prof. Jim Crack in lions' den lifts Old American sales 600%; capitalizes doubtful claims made by competitors. *Il Sales Management* 40:406-7+ Mr 1 '37

U.S. government and A.M.A. enter California—Florida citrus fight. *Il Sales Management* 40:300-1 F 15 '37

ADVERTISING copy—Continued**Dealers' service**

Trade-marked service; United motors service advertises products and also 2,000 dealers. H. C. Smith. *il* *Ptr Ink* 178:28-9, 32+ *Mr* 11 '37

Demonstrations and tests

Torture wheel; Douglas advertising idea T. H. Thompson. *il* *Ptr Ink* 180:17+ *S* 30 '37

Dramatic quality

Showmanship by mail; coal is only coal, but these clever letters dramatized it with good results *Ptr Ink* 181:73-4, 76+ *O* 14 '37
Showmanship in three points and six squints K. M. Goode *Adv & Sell* 29 54 *O* 21 '37

Fear appeal

Advertising serves in war on disease. *il* *Adv & Sell* 28:26 *Ja* 1 '37

Humor

See Advertisements, Humorous

Language, style, etc.

And now concerning copy, advertisements in *Fortune* H. Powel *il* *Adv & Sell* 29 36 *Je* 17 '37

And now concerning copy; art of compression. H. Powel. *Adv & Sell* 28:30 *Mr* 11 '37
Better word for better, for clarity and speed, the copy writer should avoid the words with too many meanings. Aesop Glim, pseud *Ptr Ink* 180 21+ *Jl* 29 '37

Grandpa favored plain talk R. M. Blankenbaker *Adv & Sell* 29 29+ *Jl* 1 '37

Job for a grim society; literary enlightenment of the hairy-chested. A. H. Little. *Ptr Ink* Mo 34:21-2+ *F* '37

Kenneth Mackarness Goode's rules against bad writing H. Powel. *Adv & Sell* 28:37 *Mr* 26 '37

Let yourself go! T. H. Thompson. *Adv & Sell* 29 44 *Jl* 1 '37

Skinfuls of thought; keeping copy out of contempt of court A. H. Little *Ptr Ink* Mo 35:50+ *Je* '37

Willing words defended. A. M. Miller. *Ptr Ink* 179:33, 36 *Ap* 29 '37

See also

Advertising copy writers

Local pride appeal

Chase & Sanborn fight New Orleans coffee roasters with their own weapons R. G. Drown, Jr. *il* *Sales Management* 39:895+ *D* 1 '36

Luxury appeal

Snob appeal. *il* *Ptr Ink* 178:61-4 *Mr* 25 '37

Moving picture tie-in

How do manufacturers get those Hollywood endorsements? K. Campbell. *il* *Sales Management* 41:28-9 *O* 1 '37

Washington gas light co ties-in with moving picture "Penny wisdom" C. McFarland. *il* *Am Gas Assn Mo* 19:262+ *Jl*-*Ag* '37

Negative appeal

Inferiority; pay dirt of advertising. C. Fowerbaugh and N. Krichbaum. *il* *Adv & Sell* 29:32+ *My* 20 '37

See also

Advertising copy—
Fear appeal

News interest

Coronation; how America is capitalizing on Britain's coming festivities. W. F. Howell. *il* *Ptr Ink* Mo 34:16-17 *Ja* '37

Windsors' trip, and business; may be used to promote various products. *Business Week* p18+ *N* 6 '37

Premium offers

Copy angles for premiums. D. Gridley. *il* *Ptr Ink* Mo 34:49-50+ *Ja* '37

Five premium ideas. *il* *Ptr Ink* Mo 34:35-6 *Ap* '37

Instruments of urgency; putting a quick sale hook into the national advertising message. F. H. Erbes, Jr. *il* *Ptr Ink* Mo 34:18-15+ *My* '37

Premiums for large unit sellers. *il* *Ptr Ink* Mo 35:53-4 *O* '37

Price appeal

Fair-trade answer to Sears and Ward; manufacturer returns fire. *Ptr Ink* 180:6-8, 76-8 *Ag* 26 '37

Merchandising in a rising price market; price scare advertising by retailers. L. Valenstein. *il* *Adv & Sell* 28:28+ *F* 11 '37

1937 answer to Macy's. W. H. Ingersoll. *il* *Sales Management* 41:18-19, 44-5 *Ag* 1 '37

Sears and Ward fight advertised merchandise; state fair-trade acts bring about open warfare against nationally known drugs and cosmetics. *il* *Ptr Ink* 180:14-17, 20 *Ag* 12 '37

Price justification***See also***

Sales letters—Price announcements

Price quoting

New car ad policy. *Business Week* p16 *D* 26 '36

Pseudo-science

Alice in vitaminland M. O'Dea. *Ptr Ink* 180. 61 *Jl* 8 '37

Science in advertising. *Ind & Eng Chem* 29: 245-6 *Mr* '37, *Excerpt. Sci Am* 156:325-6+ *My* '37

Quality appeal

Certified steel; Ryerson finds individual advertising appeal in field where good service is standard *il* *Ptr Ink* 181:71-3 *N* 11 '37

What to do when oversold; an industrial advertising story reveals twin tracks to better dealers. A. Jackson. *Ptr Ink* 178:6-8 *F* 4 '37

Radio tie-in

Radio personalities on display. *il* *Ptr Ink* Mo 35:22 *O* '37

Reason appeal

Client, does he want news? F. Fenton. *Adv & Sell* 29:44+ *My* 20 '37

Hidden sales messages; why make prospect hunt for the point? A. M. Howe. *il* *Ptr Ink* 181 41+ *O* 7 '37

National advertising needs sharper consumer angle C. B. Larrabee. *Ptr Ink* 179:16-17, 20-1 *My* 13 '37

Sells 5 per cent of mail list; Buhl foundation advertises expensive book. C. V. Starrett *il* *Ptr Ink* Mo 35 35-6 *O* '37

Too common to be told? perusal of copy in a Sunday resort and travel section. F. Bertram *il* *Adv & Sell* 29:46+ *My* 6 '37

Revision

Client, does he want news? F. Fenton. *Adv & Sell* 29:44+ *My* 20 '37

Let's call Bill in; copy conference, wherein agency contact man finds life hard. *Ptr Ink* 180 84-5 *Jl* 29 '37

Patchwork copy, when too many editors operate on an advertisement Aesop Glim, pseud. *Ptr Ink* 180 29+ *Ag* 26 '37

Romance appeal

Markets and marriage. P. H. Erbes, Jr. *Ptr Ink* 180:6-8+ *Jl* 29 '37

Safety appeal

Milk and safety. *Ptr Ink* 181:32 *O* 7 '37
Safety theme pushes Rex-Watson sales curve to a new high H. D. Sparks. *il* *Sales Management* 41:26+ *S* 1 '37

Sex appeal

Cult of dirt. F. W. Brown. *il* *Ptr Ink* 178:16-17, 20+ *F* 4 '37

Defense of sex-appeal. E. M. Shafrin. *Ptr Ink* 178:69-70 *F* 18 '37

How audacious will advertising become? N. Krichbaum. *il* *Adv & Sell* 28:29-30+ *Mr* 25 '37

In defense of prudery. M. K. Powers. *Ptr Ink* 178.15-17 *Mr* 11 '37

ADVERTISING copy—Sex appeal—Continued

Pretty girls in advertising. J. H. Buswell. *Ptr Ink* 179:97 My 6 '37
Should sex be dragged in by the heels? C. Fowerbaugh and N. Krichbaum. *Il Adv & Sell* 28:31-2+ D 3 '36

Special offers

Instruments of urgency; putting a quick sale hook into the national advertising message. P. H. Erbes, jr. *Il Ptr Ink Mo* 34:13-15+ My '37

Teaser copy

Teasers to the trade; What will Nemo spring for spring? *Il Ptr Ink Mo* 34:23 Mr '37

Testimonials

Are paid testimonials truthful? Lucky Strike thinks they can be. *Il Sales Management* 40:502-3 Mr 15 '37
Contest brings testimonials; oil burner company obtained 283 letters. S. S. Strouse. *Ptr Ink* 179:87-9 Ap 29 '37
Dear Mr Powel: Cutty Sark advertising on bottles. R. J. Misch, jr. *Adv & Sell* 28:32 Mr 11 '37
How do manufacturers get those Hollywood endorsements? K. Campbell. *Il Sales Management* 41:28-9 O 1 '37
Testimonial mailings, used in department-store field should be adaptable to other types of outlets. *Ptr Ink* 180:19-20, 24 S 2 '37
Those precocious Dionnes; they can speak French; list of the advertisers who have paid them \$861,148.39. P. H. Erbes, jr. *Ptr Ink* 179:6-8, 12+ Ap 1 '37
Using the user hurdles the cost complex. J. H. Reed. *Il Gas Age* 80:21+ N 11 '37

Testing

See Advertisements—Testing

Themes

Look for the liability. W. J. Weir. *Ptr Ink* 177:31-2+ D 31 '36
Trade lasts—and firsts; writing of more effective consumer copy, by remembering the trade. R. Barrett and W. J. Weir. *Ptr Ink* 181:57, 60-2 N 11 '37

Vanity appeal

You, too, can be beautiful. W. B. Edwards. *Ptr Ink* 181:11-12+ O 14 '37

Weather appeal

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Annual meeting, 15th, Boston, Oct 11 Comm & Fin Chr 145 32-8 sec 2 O 30 '37

Savings division

Annual meeting, 36th, Boston, Oct 12 Comm & Fin Chr 145 48-54 sec 2 O 30 '37, Bankers M 135 425-6 N '37

State bank division

Annual meeting, 21st, Boston, Oct 13 Comm & Fin Chr 145 39-47 sec 2 O 30 '37; Bankers M 135 422-5 N '37

State secretaries section

Annual meeting, Boston, Oct 11. Comm & Fin Chr 145 68-76 sec 2 O 30 '37

Trust division

Mid-winter conference, 18th, New York, Feb 9-11. Trust Companies 64:137-8+ F '37; Comm & Fin Chr 144:1038-9 F 13 '37

AMERICAN bar association**Insurance section**

Annual meeting, Kansas City, Sept. 28-29. East Underw 38:40+ O 1; 36 O 8 '37; Ins Field (Life ed) 66:7-8+ O 8 '37; Nat Underw 41:21+ S 30; 23+ O 7 '37; Spectator (Property ed) 3:6 O 7 '37, Weekly Underw 137: 709 O 2 '37

Real property, probate and trust law section

Organization Trust Companies 63:558 N '36

AMERICAN book-prices current; a priced index, 1923-1932. E. Wallace and L. E. Wallace, comps. 1007p R. R. Bowker co, New York '36

AMERICAN brake shoe and foundry company

Annual report, 1936. Comm & Fin Chr 144: 1096 F 13 '37; Ry Age 102:346 F 20 '37
New opportunities. Mag of Wall St 59:227 D 5 '36

Opportunities in three price ranges S Devlin Mag of Wall St 60:33 Ap 24 '37
Statistics of capital, income, stock earnings, etc 1926-36. Annalist 49:309 F 19 '37
Statistics of income and stock earnings, quarterly, Dec 1935-June 1937 Annalist 50 416 S 10 '37

AMERICAN brass company

Anaconda il Fortune 15:71-7+ Ja '37

AMERICAN bureau of shipping

American bureau's anniversary. Marine Eng 42 483-4 S '37

AMERICAN can company

Pioneering invites competition, financial analysis Barron's 17 13 S 27 '37

What's wrong with the can stocks. M V. Carstairs il Mag of Wall St 59 698-9+ Mr 13 '37

AMERICAN car and foundry company

Annual report year ended April 30, 1937. Comm & Fin Chr 144 4332 Je 26 '37
Stock market leaders for 1937. Mag of Wall St 59 409 Ja 16 '37

AMERICAN ceramic society

Annual meeting, 39th, New York, March 21-27. Chem & Met Eng 44 206 Ap '37

Annual meeting, 39th, New York, March 21-27, program, with brief abstracts of papers. Am Cer Soc Bul 16 77-110 Mr '37

Annual meeting, 39th, New York; with abstracts of papers Brick & Clay Rec 90:225-8, 234, 236+ Ap '37

By-laws. Am Cer Soc Bul 16 250-1 Je '37

Ceramic interests in the Division of geology and geography of the National research council R B Sosman Am Cer Soc Bul 16 249-50 Je '37

Plans for convention; with abstracts of some papers Glass Ind 18 79-82+ Mr '37

Presidential address. F. C. Flint Am Cer Soc Bul 16:164-6 Ap '37

Glass division

Annual meeting, 39th, New York, with abstracts of Glass division papers Glass Ind 18:153-66 My '37

Glass division at the A.C.S. annual meeting, New York. Glass Ind 18:113-16 Ap '37

Summer meeting, State College, Pa Glass Ind 18 327-36 O '37

AMERICAN cereal food corporation

Stocks offered. Comm & Fin Chr 113 3616-17 D 5 '36

AMERICAN chain and cable company

Annual report, 1936 Comm & Fin Chr 144: 1585 Mr 6 '37

Stock opportunities for income and price appreciation S Devlin Mag of Wall St 60: 129 My 8 '37

AMERICAN chemical society

American chemical society has elected fifty presidents H Hale. Ind & Eng Chem News ed 15:221-2 My 20 '37

Annual convention, Chapel Hill, N.C. 1937. Ind & Eng Chem News ed 15:194-204 My 10 '37

Directors' minutes, Rochester meeting. Ind & Eng Chem News ed 15:429-32 O 10 '37

AMERICAN chemical society--Continued

Meeting, 94th, Rochester, Sept. 6-10. Ind & Eng Chem News ed 15 401-8 S 20 '37
 Membership, publications, etc. Science 85: 421-2 Ap 30 '37
 Names and addresses of division secretaries. Science 86 30-1 J1 9 '37
 National incorporation. Ind & Eng Chem News ed 15 377-9 S 10 '37
 Officers of the Society. Published in Feb. 10, May 10, and Oct. 10 numbers of Industrial and engineering chemistry news edition
 Plant problems, abstracts of important papers at A C S meeting. Chem Ind 41:353-4, 356+ O '37
 Program of the Chapel Hill meeting, April 12-15. Ind & Eng Chem News ed 15:117-26 Mr 20 '37
 Program of the Rochester meeting. Ind & Eng Chem News ed 15 349-62 Ag 20 '37
 Proposed reincorporation. Science 86 169-70 Ag 20 '37, Same Ind & Eng Chem News ed 15 329 Ag 10 '37
 Treasurer's report, 1936. Ind & Eng Chem News ed 15:54-8 F 10 '37

History of chemistry division

Past and future of the History of chemistry division. C A Browne il J Chem Educ 14 503-15 N '37

Paint and varnish division

Annual meeting, Rochester; abstracts of papers. Oil Paint & Drug Rep 132 5+ S 6, 5+ S 13, 42 O 18, 55 N 1 '37

Petroleum division

Meeting, Rochester, N Y. Oil & Gas J 36 23-4 S 9 '37

Rubber division

Annual autumn meeting, Rochester, Sept. 8-9. Rubber Age 41 383 S '37, India Rubber W 7 57-8 O '37
 Meeting at Chapel Hill; abstracts of papers. Rubber Age 40 365-6, 41 109-10 Mr, My '37
 Origin of the Rubber division. Il E. Simmons Rubber Age 40 357 Mr '37

AMERICAN chicle company

Opportunities for high income and price appreciation. Mag of Wall St 61 97-8 N 6 '37

Stocks which resisted decline, appraised. S Devlin il Mag of Wall St 60 368 J1 3 '37

AMERICAN cities power and light corporation

Annual report, 1936. Comm & Fin Chr 144: 1097 F 13 '37

AMERICAN college of life underwriters

Chartered ten years ago. East Underw 38:6+ Mr 12 '37

Establishment of \$30,000 fund. H North Ins Field (Denver Conv Daily ed) 66:8+ Ag 26 '37

Expansion decade is now at hand. S S Huebner Nat Underw (Life ed) Daily ed 41 6+ Ag 26 '37

Expansion plans. S S Huebner. Weekly Underw 136:734 Mr 27 '37

Tenth anniversary. Ins Field (Life ed) 66:5-6 Mr 26 '37; Nat Underw (Life ed) 41:1+, 9 Mr 26 '37; Weekly Underw 136:740+ Mr 27 '37

Value to agencies of C.L.U. study in dollars and cents; survey, abstracts. P F Clark. Ins Field (Life ed) 65:4 N 13 '36; East Underw 37:15 N 13 '36; Weekly Underw 135 1207 N 14 '36

AMERICAN concrete institute

Annual meeting, 33d, New York, Feb. 23-26. Eng N 118 340-3 Mr 4 '37; Rock Prod 40: 89-90 Mr '37; Concrete 45:13 Ap '37; Am Concrete Inst J 8:sup [news letter] 1-13 Mr '37

Institute carries on. F. R. McMillan. Am Concrete Inst J 8:363-6 Mr '37

Members, by-laws, officers and directors, committees, medals and awards. Am Concrete Inst J 8:sup1-77 Mr '37

Trend of Institute affairs for the eleven fiscal years ended June 30, 1936. Am Concrete Inst J 8:sup [news letter] 17-20 Mr '37

AMERICAN concrete pipe association

Annual meeting, Chicago, Jan. 21-22. Concrete 45 28 F '37, Rock Prod 40:80 F '37

AMERICAN cotton manufacturers association

Annual convention, 41st, Washington, D. C. May 12-14. Comm & Fin 26 384 My 29 '37; Textile World 87 1362-5 Je '37

AMERICAN crystal sugar company

Annual report. Comm & Fin Chr 144:3659 My 29 '37

AMERICAN cyanamid company

Earnings, 1933-36. Comm & Fin Chr 144:2815 Ap 24 '37

Research laboratories. Il Ind & Eng Chem News ed 15 472-3 N 10 '37

AMERICAN documentation institute

Organization. Science 85 447 My 7 '37

AMERICAN drug manufacturers association

Annual meeting, 26th, Hot Springs, Va. Oil Paint & Drug Rep 131 3+ My 10; 47-8+ My 17 '37

AMERICAN dry milk institute

Does industry cooperation pay? yes sir! dry milk men reply. Sales Management 40 140 Ja 15 '37

AMERICAN electroplaters' society

Annual meeting, 25th, New York, June 14-17. Metal Ind 35 330-9 J1 '37, Steel 100 75+ Je 21, 46 Je 28 '37, Oil Paint & Drug Rep 131: 3+ Je 21 '37

History of the American electro-platers' society. G B Hogaboom and others. Metal Ind 35 sup3-20 Je '37

Portraits of present officers of the organizations in the plating industry. Metal Ind 35 sup21 Je '37

AMERICAN engineering council

Activities and problems. A A Potter. Mech Eng 59 521-2 J1 '37, Same Elec Eng 56 1082-4 S '37

Annual meeting, 17th, Washington, D C. Jan. 14-16. Mech Eng 59 128-30 F '37, Eng N 118 106+ Ja 21 '37, Elec Eng 56 286-8 F '37
 Report of patents committee as adopted by AEC assembly. Elec Eng 56:766-7 Je '37

AMERICAN European securities company

Annual report, 1936. Comm & Fin Chr 144: 761 Ja 30 '37

AMERICAN export lines

American export lines, from New York to the Mediterranean, Egypt, Turkey, Morocco, the Black sea. Il Fortune 16 107-11+ S '37

AMERICAN federation of arts

Public discussion of public architecture; symposium on public buildings and monuments conducted by the American federation of arts at its 25th annual conference. Il map plan Arch Rec 82:52-7 Ag '37

AMERICAN federation of labor

Annual convention, Denver. Comm & Fin Chr 145 2628-9 O 23 '37

Annual convention, Tampa, Fla. Comm & Fin Chr 143 3240-1, 3557-8 N 21, D 5 '36

Convention, 1936. Monthly Labor R 44:124-30 Ja '37

Disorganized labor, employers caught in middle of battle of C.I.O. and A.F.L. Business Week p20 S 18 '37

Fortune survey, unions and sit-downs. Fortune 16:98+ J1 '37

Reaffiliation of American federation of labor with European labor movement. Monthly Labor R 45:633-5 S '37

Washington, labor capital: C.I.O. compared with A.F. of L. Business Week p39-40 Ap 3 '37

See also

Trade unions—United States

AMERICAN federation of musicians

Music strike threatened. Business Week p22+ S 18 '37

Radio-musicians row; negotiations between broadcasters and the American federation of musicians. Business Week p22-3 O 30 '37

AMERICAN federation of radio artists

Radio artists unionize. Ptr Ink 180:12 Ag 19 '37

AMERICAN fidelity and casualty company
Stock offered. Comm & Fin Chr 145:269 JI 10 '37

AMERICAN flange and manufacturing company
American flange patent upheld by High court; mechanically inserted closure for steel drums. Oil Paint & Drug Rep 132:3 O 25 '37

AMERICAN foundrymen's association

Annual meeting, 41st, Milwaukee. Steel 100: 23-5, 74+ My 10; 69-70, 72+ My 17; 73-6 My 24; 74-5 My 81 '37; Foundry 65:26-7, 80+ My; 48, 50+ Je '37; Iron Age 139:88+ My 13 '37, Metal Ind 35:290-1 Je '37
C. E. Hoyt and D. M. Avey elected to new positions. Foundry 64:39+ D '36; Iron Age 138:80-1 D 10 '36

Elects directors. pors Foundry 65:54+ My '37
Milwaukee chapter invites American foundrymen; program exhibitors, etc. II Foundry 65:36-49 Ap '37

Presents gold medals. Foundry 65:37+ My '37

Serves foundry industry in variety of ways. D. M. Avey. Foundry 65:25, 92 Mr '37

AMERICAN gas and electric company

Comparative statement of consolidated income, 1933-36. Comm & Fin Chr 144:3993 Je 12 '37

Conservatively capitalized and managed. F. C. Fullerton. map Mag of Wall St 60:160-1+ My 22 '37

AMERICAN gas association

Accountants ready to contribute full share to advancement, plans of the A.G.A. accounting section. H. E. Cliff. Gas Age 79: 33+ Ja 21 '37

Address of the president. L. B. Denning. Am Gas Assn Proc 1936:16-20; Same cond. Am Gas Assn Mo 18:380-3 N '36

Annual meeting, 19th, Cleveland, Sept. 27-Oct 1. Steel 101:42-3 O 4 '37; Oil & Gas J 36:33 S 30 '37; Am Gas J 147:11-13 O '37; Gas Age 80:51-66 O 14 '37

Association home planning program; abstracts. J. F. Quinlan. Am Gas J 147:29-30 O '37; Am Gas Assn Mo 19:400 N '37

Distribution conference, 14th, Washington, D.C. April 12-14. Gas Age 79:23-5+ Ap 29 '37; Am Gas Assn Mo 19:130-1+ My '37; Am Gas J 146:56+ My '37

Engineering progress will continue in 1937; work of the A.G.A. technical section. M. I. Mix. II Gas Age 79:43-6 Ja 21 '37

New directors and chairmen; portraits. Am Gas Assn Mo 18:386 N '36

New officers, directors and chairmen; sketches, portraits. Am Gas Assn Mo 19:338-40 O '37

Now is the time for greatest cooperative sales effort; plans of the A.G.A. commercial section. F. M. Banks. II Gas Age 79:34-6 Ja 21 '37

Officers and directors during 1936-37; portraits. Gas Age 80:66-7 S 30 '37

Production and chemical committees joint conference, New York, May 24-26. Gas Age 79 21-3+ Je 10 '37

Who's who among new officers. Am Gas Assn Mo 18:387-8 N '36

Your association, what it is and what it offers. Am Gas Assn Mo 19:91-2, 136-7+, 175-7, 259-61, 302-4, 353-4, 425-7 Mr-My, JI-O, D '37

Appliance testing laboratory

Advancing the interests of the industry and its customers. F. R. Wright II Gas Age 80:28-30 S 16 '37

Advertising and the story back of the laboratory approval seal. F. R. Wright. II Am Gas Assn Mo 19:13-17+ Ja '37

A.G.A. approval seal; use of auxiliary tag and label forms to be required on all approved appliances. Am Gas J 147:24 Ag '37

A.G.A. testing laboratories employ home economist; Gertrude J. Stanyon. Am Gas J 147:46 JI '37; Gas Age 80:52 JI 8 '37; Am Gas Assn Mo 19:286-7 JI-Ag '37

American gas association testing laboratories play host to home service leaders and their guests. G. J. Stanyon. II Am Gas J 147:13-14 Ag '37

Approval seal as an aid to business. B. J. Mullaney. Am Gas Assn Proc 1936:50-8

Certified range program. H. Cuthrell. Am Gas J 147:39-41 N '37; Excerpts. Am Gas Assn Mo 19:400+ N '37

Laboratories develop new industrial test equipment. E. K. Paget. II diag Am Gas Assn Mo 19:195-7 My '37

Laboratories research; A.G.A. subcommittee report. Am Gas Assn Proc 1936:380-3

Progress in testing appliances. R. E. Harper. Am Gas Assn Proc 1936:22-4

Recent research on domestic gas ranges. F. O. Suffron. II Am Gas Assn Mo 19:130-2+ Ap '37

Use of the laboratories' approval in promoting gas sales. R. M. Conner. Gas J (Lond) 219:406, 409+ Ag 18 '37

Your association, what it is and what it offers. Am Gas Assn Mo 19:302-4 S '37

Industrial gas section

Industrial gas grows. E. D. Milener. II Gas Age 80:102+ S 30 '37

Let's get going; plans and activities of A.G.A. industrial gas section. R. L. Manier. II Gas Age 79:37-9 Ja 21 '37

Meetings feature sales and utilization topics. Am Gas Assn Mo 19:402-3 N '37

Natural gas department

Annual meeting, Atlantic City. Am Gas Assn Proc 1936:103-38

Annual meeting, Cleveland. Gas Age 80:57-8 O 14 '37; Am Gas Assn Mo 19:381 N '37

Meeting, Kansas City, May 10-14. Gas Age 79:23-5, 26-9+ My 27 '37; Am Gas Assn Mo 19:203-8, 229-34 Je '37; Oil & Gas J 35: 42-3 My 13 '37; Am Gas J 146:11-13 Je '37

Officers and committee chairmen; portraits. Gas Age 79:55 My 13 '37

AMERICAN gear manufacturers' association

Annual meeting, 21st, Wernersville, Pa. May 24-25. Am Mach 81:472d Je 2 '37; Iron Age 139:58-60+ Je 3 '37; Steel 100:48-50 My 31 '37

Semi-annual meeting, 20th, Lake Wawasee, Ind. Sept. 20-22. Iron Age 140:70-4 S 30 '37; Steel 101:42-3 S 27 '37; Am Mach 81:914b O 6 '37

AMERICAN general corporation

Report for 1936. Comm & Fin Chr 144:761 Ja 30 '37

AMERICAN geophysical union

Annual general assembly, 18th, Washington, April 28-30. Science 86:102-4 JI 30 '37

Washington meeting; abstracts of papers. Science 85:sup12, 14 My 7 '37

AMERICAN hardware manufacturers association

Semi-annual meeting, 75th, Chicago. Steel 101:26 O 25 '37

AMERICAN-HAWAIIAN steamship company

Earnings, 1933-1936. Comm & Fin Chr 144: 3994 Je 12 '37

AMERICAN hide and leather company

Improved outlook for leather companies. D. J. Morse. Comm & Fin 26:242-3 Ap 3 '37

AMERICAN institute of accountants

Cooperation with the S.E.C. J Account 63: 434-43 Je '37

Report of the president. R. H. Montgomery. J Account 62:322-33 N '36

What have we done, and how? R. H. Montgomery. J Account 64:333-48 N '37

AMERICAN institute of actuaries

Annual meeting, Chicago. East Underw 38:8 Je 4 '37; Ins Field (Life ed) 66:7 Je 4 '37; Nat Underw (Life ed) 41:1+, 2+ Je 4 '37

Meeting, Chicago, Oct. 28-29. East Underw 38:17 N 5 '37; Ins Field (Life ed) 66:5-6 N 5 '37; Nat Underw (Life ed) 41:1+ N 5 '37; Weekly Underw 137:973+ N 6 '37; Spectator (Life ed) 139:11+ N 11 '37

1936 year book. 106p The Institute, 720 North Michigan av, Chicago '36

AMERICAN institute of architects

Annual convention, 69th, Boston, June 1-4. Am Arch 151:6+ JI '37; Arch Forum 67:sup 10 JI '37

80th anniversary. Am Arch 150:134 Mr '37

AMERICAN institute of banking

A.I.B. has successful conference; a review of the trust business sessions, St Paul, Minn. June 7-11. Trust Companies 65:65-6 J1 '37

AMERICAN institute of bolt, nut and rivet manufacturers

Elect officers. Iron Age 139:80 Ap 22 '37

AMERICAN institute of chemical engineers

Proceedings of the twenty-ninth annual meeting, Baltimore, Md. Nov. 11-13. Am Inst Chem Eng Trans 33:B16-96 Mr '37

Semi-annual meeting, 29th, Toronto, May 26-28. Can Chem & Met 21:204-5 Je '37; Chem & Met Eng 41:314-15 Je '37

With chemical engineers at Baltimore. Can Chem & Met 20:338-9+ N '36

AMERICAN institute of electrical engineers

Annual winter meeting, New York, Jan. 25-29; abstracts of technical papers. Elec Eng 56:371-86 Mr '37; Elec W 107:533-8+ F 13 '37; Power 81:164-5 Mr '37; Power Pl Eng 41:192-6 Mr '37

Budget for 1936-37. Elec Eng 55:1396-7 D '36 Middle eastern district meeting, Akron, Oct. 13-15. Elec Eng 56:1410-14 N '37

National officers; portraits. Elec Eng 56:1049 Ag '37

Officers. Science 86:31 J1 9 '37

Officers and committees for 1937-38. Elec Eng 56:1217-21 S '37

Pacific coast convention, 25th, Spokane, Aug. 31-Sept 3. Elec Eng 56:1320-2 O '37

Report of the board of directors. Elec Eng 56:791-804 J1 '37

Section and branch activities annual report for 1936-37. Elec Eng 56:762-5 Je '37

Summer meeting, 53d, Milwaukee, June 21-25. Elec Eng 56:1042-52, 1054-9 Ag '37; Elec W 108:37-40 J1 3 '37; Power Pl Eng 41:480-2 Ag '37

What Institute sections are doing. A. M. MacCutcheon. Elec Eng 56:651-3 Je '37

Work of the Institute's committees. A. M. MacCutcheon. Elec Eng 55:1299-1300 D '36

AMERICAN institute of mining and metallurgical engineers

Annual meeting, 147th, New York, Feb. 15-19. Min & Met 18:154-63, 204-5 Mr-Ap '37; Iron Age 139:42-50 F 25 '37; Steel 100:15-16, 42+ F 22 '37; Eng & Min J 138:147 Mr '37 Meeting, 146th, Mexico City, Nov. 9-14. Min & Met 18 62-9 Ja '37

Who should direct the Institute and how? R. C. Allen. Min & Met 18:118-19 F '37

Woman's auxiliary scholarships. E. D. Bohn. Min & Met 18:174 Mr '37

Year book. Il Min & Met 18:1-118 sec 2 Ja '37

Coal division

Annual meeting, New York, Feb. 15-19. Coal Age 42:129-32 Mr '37; Min & Met 18:160 Mr '37

Fall meeting, Pittsburgh, Oct. 21-22. Min & Met 17:581-2 D '36; Coal Age 41:527-9, 601-4 N-D '36

Industrial minerals division

Annual meeting, New York, Feb. 15-19. Rock Prod 40:74-7 Mr '37; Min & Met 18:160-1 Mr '37

Fall meeting, Washington and College Park. Min & Met 18:519 N '37; Rock Prod 40:48-50 N '37

Institute of metals division

Annual meeting, New York, Feb. 17-18. Metal Ind 35:102-5 Mr '37; Min & Met 18:158 Mr '37

Fall meeting, Atlantic City. Iron Age 140:45-9 O 28 '37

Fall meeting, Cleveland, Oct. 20-22. Min & Met 17:579-80 D '36

Iron and steel division

Annual meeting, New York. Min & Met 18:157-8 Mr '37

Fall meeting, Atlantic City, Oct. 21. Steel 101:75+ N 1 '37; Iron Age 140:45-9 O 28 '37

Fall meeting, Cleveland, Oct. 20-22. Min & Met 17:579-80 D '36

Iron and steel makers visit Birmingham; meetings of the open-hearth and blast furnace committees. Min & Met 18:258-60 My '37

Petroleum division

Annual meeting, New York, Feb. 15-19. Oil & Gas J 35:24 F 18; 43-4 F 25 '37; Nat Pet N 29:9-10 F 24 '37; Min & Met 18:156-7 Mr '37

Fall meetings, Oklahoma City and Los Angeles. Oil & Gas J 36:83-4 O 7, 30 O 14 '37; Min & Met 18:515-18 N '37

AMERICAN institute of steel construction

Annual meeting, 15th, White Sulphur Springs, Oct. 26-29. Iron Age 140:70+ N 4 '37; Eng N 119:735 N 4 '37; Steel 101:26-8 N 1 '37

AMERICAN institute of the city of New York

Awards. Science 85:215 F 26 '37

AMERICAN iron and steel institute

Annual meeting, 46th, New York, May 27. Iron Age 139:32-8+ Je 3 '37; Steel 100:17-19 My 31 '37; Blast F & Steel Pl 25:603-4+ Je '37

How Institute was formed 29 years ago. Steel 100:19-20 My 31 '37

AMERICAN legion

Annual convention, 19th, New York. Comm & Fin Chr 145:2008-9 S 25 '37

Legion business; a New York windfall. Business Week p56-7 S 11 '37

AMERICAN library institute

Contributions of the fellows, 1936. H. O. Severence. Lib J 62:371-5 My 1 '37

AMERICAN life convention

Annual meeting, 32d, Chicago, Oct. 11-14. East Underw 38:1+ , 13-23 O 15 '37; Ins Field (Life ed) Conv no 66:3-18 O 14 '37; Nat Underw (Life ed) Conv no 41:1-20 O 16 '37; Spectator (Life ed) 139:12+ O 14; 10 O 28 '37; Weekly Underw 137:809, 837-45+ O 16 '37

Financial section meeting, Chicago. East Underw 38:3-4 F 26 '37; Ins Field (Life ed) 66:5-6+ F 26 '37; Nat Underw (Life ed) 41:2+ F 26 '37; Spectator (Life ed) 138:13 Mr 4 '37; Weekly Underw 136:485 F 27 '37

Financial section meeting, Chicago. Ins Field (Life ed) Conv no 66:14 O 14 '37; Nat Underw (Life ed) 41:1+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37

Industrial section meeting, Chicago. East Underw 38:14 O 15 '37; Ins Field (Life ed) Conv no 66:12 O 14 '37; Nat Underw (Life ed) 41:2+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37

Legal section meeting, Chicago. Ins Field (Life ed) Conv no 66:10-11 O 14 '37; Nat Underw (Life ed) 41:1+ O 15 '37; Nat Underw (Life ed) Conv no 41:4+ O 16 '37

Medical section meeting, 27th, Colorado Springs. Nat Underw (Life ed) 41:1+ Je 18; 3+ Je 25 '37; East Underw 38:13+ Je 18 '37; Weekly Underw 136:1377+ Je 19 '37

AMERICAN life insurance company (Detroit)

Report of convention examination. Ins Field (Life ed) 65:12 N 13 '36

AMERICAN light and traction company

Earnings, 1933-36; consolidated balance sheet Dec. 31, 1935 and 1936. Comm & Fin Chr 144:2117 Mr 27 '37

AMERICAN locomotive company

American Locomotive vs. Lima Locomotive; comparison of position and prospects. Barron's 17:9 Je 7 '37

Annual report, 1936. Ry Age 102:456 Mr 13 '37 Locomotives in demand. A. M. Leinbach. Il Mag of Wall St 60:152-5+ My 22 '37

AMERICAN machine and metals, Inc.

Listing of 8,333 additional shares of capital stock (no par). Comm & Fin Chr 144:1771 Mr 13 '37

AMERICAN magazine

Circulation: 9,496,841; Crowell publishing co.'s four magazines. Il Fortune 16:63-9+ Ag '37

AMERICAN management association

Annual personnel conference, Philadelphia, Feb. 9-11. Steel 100:19 F 15 '37

Annual production conference, 11th, Chicago, April 21-22; abstracts of papers. Steel 100:76-8 Ap 26 '37

AMERICAN management association—Cont.

Insurance division meeting, 8th, Atlantic City. East Underw 38:26 My 28 '37; Weekly Underw 136:1224-5 My 29 '37; Nat Underw 41:3+ Je 3 '37; Spectator (Property ed) 2: 10-14+ Je 8 '37

AMERICAN marketing association

New officers; to merge with National association of marketing teachers. Sales Management 39:988 D 15 '36

AMERICAN mathematical society

Summer meeting, 43d, State College, Pa. Sept. 7-10. Science 86:392-3 O 29 '37

AMERICAN medical association

Annual congress on medical education. Science 85:sup9-10 F 19 '37
Annual meeting, Atlantic City; abstracts of papers. Science 85:sup8-9 Je 11 '37
Awards for exhibits at the Atlantic City meeting. Science 86:30 J 19 '37
Scientific exhibit. Science 86:75 J 23 '37

Building

American medical association building, Chicago; views. Am Arch 150 37-8 Ja '37

AMERICAN metal company, ltd.

Mining-share investment trust; financial analysis. Barron's 17:13 Ag 2 '37
Newmont mining corp.; an analysis of the company and its principal holdings. P. Dobbs Mag of Wall St 60 665 S 11 '37

AMERICAN mining congress

Annual convention, 1937. Min Cong J 23:32-45 Je '37
Annual meeting, New York; resolution, officers and directors. Eng & Min J 138:101 F '37
Annual meeting, 39th, New York, Jan. 26-27. Min Cong J 23:46-7 F '37
Coal division, district chairmen, program committee, and officers of the Manufacturers division; portraits. Min Cong J 23:49-50 F '37
Coal division, 14th annual meeting and exposition, Cleveland, May 17-21; topics, exhibits, portraits. Min Cong J 23 48-72 My '37
Coal division, 14th annual meeting, Columbus, May 17-21. Coal Age 42 259-70 Je '37
Conference of coal operators committees, Pittsburgh, Nov 13-14. Min Cong J 22 33+ D '36
Portraits of national officers and directors, and members of the Western division board of governors and program committee. Min Cong J 23 30a-30d, 31-45 S '37

Western division

Annual meeting, Salt Lake City, Sept. 7-10. Eng & Min J 138 56-7 O '37; Min Cong J 23:18-36 O '37

AMERICAN museum of natural history

American museum of natural history. Il Fortune 16:100-10+ Ap '37
Holden expedition. Science 86 215-16 S 3 '37
Modern stage lighting applied to museum groups. R C Engelken. Il Illum Eng Soc Trans 31:985-94 D '36
Plan to raise \$10,000,000. Science 85:492 My 21 '37

AMERICAN mutual alliance

Information bureau formed. Weekly Underw 135:1181 N 14 '36

AMERICAN mutual liability insurance company of Boston

50 years in insurance. Il Business Week p39 My 1 '37

AMERICAN newspaper guild

Convention votes to affiliate with C.I.O. Comm & Fin Chr 144:3938 Je 12 '37
Representatives of newspaper publishers' associations meeting in Chicago oppose American newspaper guild's demands. Comm & Fin Chr 145:47 J 1 '37

AMERICAN newspaper publishers association

Annual convention, Nashville, Tenn. Comm & Fin Chr 144:2929 My 1 '37
Golden jubilee anniversary convention, New York. Ptr Ink 179:91 Ap 22; 53-4+ Ap 29 '37

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Autumn general meeting; program. Science 84:453-4 N 20 '36

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Minutes of the Atlantic City meeting, Dec. 28-30, 1936, abstracts of papers. Phys R 51 373-88 Mr 1 '37

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Annual report, 1936. Comm & Fin Chr 144: 2286-7 Ap 3 '37

Opportunities in stocks for income and price appreciation. Mag of Wall St 60 543+ Ag 14 '37

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AMERICAN public health association

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American society of municipal engineers and International association of public works officials consolidated. Comm & Fin Chr 143: 3775 D 12 '36

Annual meeting, 43d, Atlanta, Oct. 4-6. Eng N 119:621-2, 675-7 O 14-21 '37

AMERICAN pulp and paper mill superintendents' association

Annual meeting, 18th, Springfield, June 23-25; with official registration. Paper Tr J 105:37-42, 60+ J 1 '37; Pulp & Pa of Can 38:544-6+ J 1 '37

New York-Canadian division, fall meeting, Niagara Falls, Ont. Pulp & Pa of Can 37: 686-7 N '36

AMERICAN pulp and paper mill superintendents' association—Continued**Pacific Coast division**

TAPPI and superintendents meet in Vancouver, B.C. June 11-12. Pulp & Pa of Can 38:548-50 J1 '37

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American Radiator building enlarged. J. A. Foulhoux; R. Carson. il plan Arch Rec 82 67-9 J1 '37

New show rooms il Am Gas J 147 67 J1 '37
Understanding today's market fluctuations F K. Dodge Mag of Wall St 59:370-1+ Ja 2 '37

What is this stock worth? Barron's 17:15 My 24 '37

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Annual meeting, 44th, Chicago, Oct. 19-21. Ry Age 103:613-17, 639-42 O 30-N 6 '37

AMERICAN railway engineering association

Annual meeting, 38th, Chicago, March 16-18. Ry Age 102:478-504 Mr 20 '37, Eng N 118 460, 486-9 Mr 25-Apr 1 '37

AMERICAN refractories institute

Annual meeting, Columbus, June 4 Brick & Clay Rec 90:346+ Je '37

AMERICAN retail federation

Big retail group makes grade. Business Week p26+ Ja 9 '37

AMERICAN road builders' association

Annual meeting, 34th, New Orleans, Jan 11-15 Eng N 118:94-7 Ja 21 '37; Concrete 45 11 F '37

AMERICAN rolling mill company

Annual report Comm & Fin Chr 144:2464 Ap 10 '37

Armco dedicates new research laboratories at Middletown, Ohio. il Iron Age 140:81A-81C N 11 '37

Armco for the long pull. L. Stern. il Mag of Wall St 60 648-51+ S 11 '37

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Annual report, 1936. Comm & Fin Chr 144: 1428 F 27 '37

AMERICAN smelting and refining company

Annual report, 1936. Comm & Fin Chr 144: 1586-7 Mr 6 '37

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Annual meeting, Atlantic City, Oct 18-22 Steel 101:43-4 O 25; 125-6 N 1; 81-2+ N 8 '37

AMERICAN society for testing materials

Abstract of the chemical high points at 40th annual meeting Chem Ind 11 137-9 Ag '37

Annual meeting, 40th, New York. Steel 101: 28, 50, 52 J1 5; 49-50+ J1 12 '37; Eng N 119:41+, 110-14 J1 8-15 '37; Foundry 65:33-4+ J1 '37; Iron Age 140:48-9+ J1 8 '37; Ry Age 103:39-40+ J1 10 '37; India Rubber W 96 59-60 Ag '37; Metal Ind 35 387-90 Ag '37

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Index to proceedings, volumes 31-35 (1931-1935) 194p American society for testing materials, Philadelphia '37

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Officers, Marburg lecturer and the Dudley medalists; portraits. Metals & Alloys 8: A13 Je '37

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Year book, September, 1936; with list of members. 241p American society for testing materials, 260 S. Broad st, Philadelphia '36

Committee on glass

Conference on formation. Am Cer Soc Bul 16:71-2 F '37

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Committee on research. T. Saville. J Eng Educ 27:486-90 Mr '37

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Elections to honorary membership. Eng N 118:146-7 Ja 28 '37

Fall meeting, Boston, Oct. 6-8. Civil Eng 7: 775-7 N '37

Helpful hints to student chapters. H W. Hanly. Civil Eng 7:778-9 N '37

Highlights of Society activities for 1936. Civil Eng 7 140 F '37

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New elections to honorary membership; portraits, sketches. Civil Eng 7:74-7 Ja '37

New officers, medal awards. Science 85:95-6 Ja 22 '37

Prizes and medals to be presented at annual meeting; portraits and sketches of prize winners. Civil Eng 7 72-4 Ja '37

Prizes by local sections to outstanding students. Civil Eng 7:784-5 N '37

Regional student conferences well attended. Civil Eng 7:424-5 Je '37

Reports of sanitary engineering committees. Civil Eng 7:219-24 Mr '37

Soil mechanics and foundations division outlines scope of its activities. T. T. Knappen. Civil Eng 6 831 D '36

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Summer meeting, Detroit, July 19-24 Eng N 119:166-7, 237-40 J1 29-Ag 5 '37

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Past and future of Power division. L. J. Bevan; F. Kurtz. Civil Eng 7:215-18 Mr '37

AMERICAN society of heating and ventilating engineers

Annual meeting, 43d, St Louis, Jan. 25-27. Heat & Ven 34 56-8 F '37; Dom Eng 149: 118-20 F; 135-6, 139+ Mr '37; Heating-Piping 9:198-207 Mr '37; Power 81:166 Mr '37

Officers and council members; portraits. Heating-Piping 9:139-40 F '37

Semi-annual meeting, Swampscott, Mass. June 24-26. Heat & Ven 34:41-4 Ag '37; Heating-Piping 9:524-8 Ag '37; Power 81: 450-1 Ag '37; Sheet Metal Worker 28:72 J1 '37; Dom Eng 150:83-6+ J1 '37

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Council and business meetings at Detroit. Mech Eng 59:549-51 J1 '37

Council reports for 1936. Mech Eng 59:9-12 Ja '37

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 Officers for 1938. Iron Age 140:331 O 14 '37
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 Study of A.S.M.E. affairs. W. L. Batt Mech Eng 59 5-8 Ja '37

Oil and gas power division

- Annual meeting, 10th, State College, Pa. Aug. 18-21. Automotive Ind 77:279-81+ Ag 28 '37; Nat Pet N 29:26 Ag 25 '37; Oil & Gas J 36:37-8 Ag 26 '37; Power 81:638-9 O '37

AMERICAN society of plant taxonomists

- Summer botanical meetings. Science 86:309 O 1 '37

AMERICAN society of refrigerating engineers

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 Thirty years of refrigeration. W. S. Shipley. Refrig Eng 33:147-8 Mr '37

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- Annual meeting, 5th, Toledo, April 8. Iron Age 139:75 Ap 15 '37
 Organization, functions and progress. F. Lamb. Il Am Mach 80:999 D 2 '36

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- Annual meeting, 32d, Baltimore, Nov. 18-20. Science 84:502 D 4 '36

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- Annual meeting, 31st, New York, May 11-12. Oil Paint & Drug Rep 131:5 My 17 '37

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- American tobacco co. which is more than two-thirds Lucky Strike; a story of advertising. Il Fortune 14:97-102+ D '36

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- Annual meeting, White Sulphur Springs, Sept. 21. Transit J 81:432-3 O '37

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AMERICAN transit engineering association

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 To simplify corporate structure. Elec W News 108:759 S 4 '37
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Automobile factories	Motor bus industry
Automobile parts	Motor cycle industry
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| Cement | Plastic materials, Laminated |
| Clay products | Plywood |
| Concrete | Pozzolana |
| Concrete, Reinforced | Roofing |
| Concrete blocks | Sheet metal, Enameled |
| Concrete slabs | Sheet metal work, Architectural |
| Concrete stone | Shingles, Asphalt |
| Concrete tile | Shipbuilding—Materials |
| Cork | Steel, Structural |
| Felt, Roofing | Strength of materials |
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Business conditions	Income
Business failures	Industrial management
Business management	Industry
Catalogs	Instalment plan
Christmas business	Insurance
Collecting of accounts	Inventories
Commerce	Investments
Commercial correspondence	Jobbers
Commercial law	Mail order business
Competition	Mailing lists
Cooperation	Manufactures
Corporations	Marketing
Cost accounting	Merchandizing
Credit	Money
Delivery of goods	Office management
Department stores	Organization in industry
Discount	Partnership
Efficiency, Industrial	Profit
Employment management	Purchasing
Executives	Real estate business
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Centrifuges	Evaporators
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—Apparatus and	Filters and filtration
supplies	(technical chemis-
Chemical laboratories	try)
—Equipment	Gases—Apparatus
Chemical plants—	Pipets
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| Centrifuges | Drying apparatus |
| Chemical plants—Equipment | Evaporators |
| Classifiers | Extraction apparatus |
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| Air | Hydrolysis |
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| Biological chemistry | Mineralogy |
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| Catalysis | Molecules |
| Chemical reaction | Oxidation |
| Chemicals | Photochemistry |
| Chemists | Photographic chemis- |
| Colloids | try |
| Color | Physiological chemis- |
| Combustion | try |
| Condensation, Chemi- | Poisons |
| cal | Poisons, Industrial |
| Crystallization | Radioactive sub- |
| Crystallography | stances |
| Dissociation | Reduction, Chemi- |
| Dyes and dyeing— | cal |
| Chemistry | Rubber—Chemistry |
| Electrochemistry | Salt |
| Electrolysis | Solids |
| Electrolytes | Solution (chemistry) |
| Electrons | Solvents |
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- | | |
|---------------------|---------------------|
| <i>See also</i> | |
| Chemical symbols | Chemistry, Physical |
| Chemistry, Organic— | and theoretical— |
| Nomenclature | Nomenclature |

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also subdivision Study and teaching under Chemistry, Analytic, etc.

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Chromatographic analysis

Colorimetric analysis

Dye analysis

Electrochemical analysis

Gas analysis

Gravimetric analysis

Indicators and test papers

also subdivision Analysis under names of substances, e.g.

Air—Analysis

Paper—Analysis

Petroleum—Analysis

Iodometry

Metallurgical analysis

Microanalysis

Oil analysis

Spectrum analysis

Sugar analysis

Textile analysis

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| Electrochemical analysis | Volumetric analysis |

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See also

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|--------------------------------|----------------|
| Alkaloids | Immunity |
| Anesthetics | Materia medica |
| Anesthetics, Local | Narcotics |
| Chemotherapy | Pharmacology |
| Disinfection and disinfectants | Pharmacy |
| Drugs | Poisons |
| Hormones | Vitamins |

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|------------------------|----------------------|
| Acids, Fatty | Diazo compounds |
| Acids, Organic | Essential oils |
| Alcohols | Esters |
| Aldehydes | Ethers |
| Alkaloids | Glucosides |
| Amines | Hydrocarbons |
| Carbohydrates | Ketones |
| Carbon | Proteins |
| Cellulose | Radicals (chemistry) |
| Condensation, Chemical | Stereochemistry |
| Cyclic compounds | Sugars |
| | Terpenes |

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See also

- | | |
|------------------------|--------------------------|
| Absorption | Equation of state |
| Activation | Evaporation |
| Addition compounds | Fluorescence |
| Adsorption | Free energy |
| Atomic weights | Freezing points |
| Atoms | Ionization, Electrolytic |
| Boiling points | Ionization, Gaseous |
| Catalysis | Ions |
| Catalysts | Isomerism |
| Chemical equilibrium | Isotopes |
| Chemical reaction | Matter |
| Colloids | Melting points |
| Condensation, Chemical | Mixtures |
| Crystallization | Molecular rearrangements |
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High-early-strength cement in products manufacture. D. S. MacBride. Concrete 45:17-18 N; 17-18 D '37; Excerpts. Rock Prod 40:90-1 N '37

CONCRETE products industry

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W. G. Kaiser. il Concrete 45:42-3 Ja '37

Detroit products men stage big exhibit. B. Wilk. il Concrete 45:20+ Ap '37

Idea that clicked: concrete house promotion by Cement products bureau of the Portland cement association. J. W. Lewis. il Concrete 45:17-18 Jl '37

Kansas City buys price-tag homes. J. L. Strandberg. il Concrete 45:19-20 Ap '37

Meeting sales objections in selling concrete blocks. D. R. Collins. Concrete 45:21 Ap; 22 Je '37

Merchandising concrete products in today's building market. H. O. Hayes. il Rock Prod 39 72-4 D '36; 40 122-3 Ja, 81-2 F; 91-2 Mr; 97-8 Ap; 102-4 My, 84-6 Je, 92-1 Jl, 98-9 Ag '37

Personal contact program doubles sales for concrete products manufacturer. il Rock Prod 39 76 D '36

Philadelphia plan for selling concrete houses.

C. Lower. il Concrete 45 15-16 O; 19-20 N '37

Products market increased through insured loans. Concrete 45:34 Mr '37

Selling the larger job: Cinder block inc. H. J. Vincent. il Concrete 45:17-18 My '37

Some obvious answers to sales objections. D. R. Collins. Concrete 45 21 Jl '37

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Advertising campaign that rings the bell; Badger concrete co. D. R. Collins. Rock Prod 40 86-7 O '37

Merchandising concrete products. H. O. Hayes. Rock Prod 40:91-2 Mr; 97-8 Ap '37

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Bedford Hills concrete products corporation makes full products line. il diags Rock Prod 40:89-93 Ap '37

Cunard-Lang plant is progressively modern. il Concrete 45 53-4 Ja '37

Farm utilities to works of art; Iowa concrete crib and silo co. B. Nordberg. il Rock Prod 40 87-9 Jl '37

Gravel and pipe; new culvert plant at Fargo. N. D. H. M. Fitch. il Rock Prod 40:95-6 Ap '37

Manufacturer demonstrates success in special products; Stone-tile and supply co. il diags Rock Prod 40:94-7 Ag '37

Pipe made in two regular plants and in two semi-portable ones; Lamar pipe and tile co. B. Nordberg. il plan Rock Prod 40:99-101 My '37

Sand and gravel merchandised in the form of high grade concrete products; Marietta concrete corp. B. Nordberg. il plan Rock Prod 40:85-9 Mr '37

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What a really modern products plant is like; Chase building products, inc. il Rock Prod 40:121 Ja '37

Costs

Cost of high-pressure steam curing. J. C. Vosburgh. Concrete 45:24+ Mr '37

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Cinder block inc., Detroit, Michigan, creates new shapes and designs. B. Nordberg. il Rock Prod 40:80-2 Je '37

Gains flexibility in plant operations with moderate-priced equipment; Standard concrete products co. W. W. Zeigler. il Concrete 45:25-6 Mr '37

New standardized Dunbrik plant. il Concrete 45:38 Ap '37

Pegson-Wilkinson concrete tile making plant. diag Mech Handling 24:61-2 F '37

Sand and gravel made into concrete brick. F. A. Rider, inc. Endicott, N.Y. il Rock Prod 40:83-4 Je '37

Vibrator tile machine. Concrete 45:38 My '37

CONCRETE pumping. See Concrete placing

CONCRETE reinforcing steel institute

Annual meeting, 13th. Hot Springs. Iron Age 139:106 My 6 '37; Steel 100:35 My 10 '37

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Cement and concrete studies on the Passamaquoddy tidal power project. H. J. Casey.

il map Am Concrete Inst J 8:279-302 Ja '37

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CONCRETE roofs. See Roofs, Concrete

CONCRETE sewers. See Sewers, Concrete

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il Concrete 45:27-9 Ap '37

Care and precision feature rebuilding of tunnel floor; Chesapeake & Ohio. il diags Ry Age 102 116-18 Ja 9 '37

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Develops new revetment unit of precast concrete. M. B. Lagaard. il Concrete 45:9+ Jl '37

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Two pavers cooperate to pour concrete slab. V. J. Brown. il Roads & Sts 80:37-40 Je '37

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Concrete-wood slabs

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Phenol condensation products

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|-------------------|----------------|
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| Electric conduits | Water conduits |

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- Candy
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See also

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|----------------------|-----------------------|
| Electric controllers | Temperature regula- |
| Pressure regulators | tors |
| Temperature—Regu- | |
| lation | |
| also subdivision | Control under special |
| subjects, e.g. | |
| Airplanes—Control | Steam heating—Con- |
| Boilers—Control | trol |

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- CONVERTIBLE stocks.** See Stocks, Preferred—Convertible stocks

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Get accurate batch weight with automatic scales *il diags Brick & Clay Rec* 90:147-8 Mr '37

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Revamped our shipping room for group bonus; Pro-phy-lac-tic brush company, Florence, Mass. H. B. Leach. *il plans Factory Management* 94:46-7+ D '36

Roller conveyor is shock absorbing with rollers resiliently mounted. *il diags Steel* 100:57-8+ Ap 12 '37; *Foundry* 65:170 Ap '37; *Iron Age* 139:53 Ap 15 '37

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Special wirebound skid boxes speed handling of automobile accessories; Ryerson & Haynes. *il Steel* 100:47-8, 52+ Ap 5 '37

Strip aluminum handled by roller conveyors. *il Steel* 100:52+ Mr 29 '37

Les transporteurs à bandes d'acier et les convoyeurs articulés en acier, dans les mines de la Ruhr. Génie Civil 110:467-8 My 22 '37

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See also

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Cableways	Mechanic's handling
Coal handling	Mine haulage
Cranes, derricks, etc.	Monorail conveyors
Freight handling	Ore handling
Hoisting machinery	Pneumatic conveying
Loading and unloading	Sheet metal handling

also Link belt company

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Belt conveyor involved in fatal accident *diag Rock Prod* 40:70-1 O '37

Screw conveyor accident claims another life when cover plate collapses. *diag Rock Prod* 40 80+ N '37

Advertising

Builds leads for salesmen; Mathews conveyor company's campaign created more than 4,000 requests for book for management executives. *il Ptr Ink* 181:59-60, 64-6 O 28 '37

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Mathews ball bearing rollers. *il Blast F & Steel Pl* 25:325 Mr '37

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Belt conveyors for claypit operation. *il diags Engineering* 143:491-2, 494 Ap 30 '37

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Coal mine rejuvenated; aerial tramway and underground belt conveyors; Brule smokeless coal co. C. Robinson. *Il Min & Met* 18:235-8 My '37

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Mechanical handling at clay-pits; advantages of the sectional belt conveyor. *Il diags Mech Handling* 24:153-5 Je '37

New Johannesburg post office *Il plans Engineer* 164:14, 19-20, 21 Jl 2 '37

Noiseless ratchet mechanism for preventing reversal of shaft. J. J. Van Vechten. *diag Mach* 43:721 Jl '37

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Baking Frying
Bread Gas cooking
Camp cookery Shortening (cookery)

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Excavation
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DRILLING and boring (metal working, etc.)

Back-stop boring gage. H. Moore. diag Am Mach 81:173 F 24 '37

Centralization of work in drilling jigs. C. W. Hinman. diags Am Mach 81:663-5 Jl 28 '37

Cutter head for boring and counterboring. C. C. Tomney. diags Am Mach 80:1088 D 30 '36

Die-hole layout. C. Weslow. diags Am Mach 81:994 O 20 '37

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Drilling evenly spaced holes 0.010 inch in diameter in an atomizer nozzle of a Diesel engine. H. E. Smith. II diags Mach 43:256-7 D '36

Drilling high-manganese steel with cobalt high-speed steel twist drills. O. W. Boston. Mach 43:733-5 Jl '37

Drilling operations; International business machines corporation. II Am Mach 81:508-10 Je 16 '37

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Estimating time required for machining; outline of the methods used by the Westinghouse electric & mfg. co. Mach 43:725-6 Jl '37

Hints from a shopman's notebook; machining Joy coal loader pedestals. W. Baum. II diags Coal Age 42:328-9 Jl '37

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Rapid method of drilling smoke holes in pistons. II Mach 43:791 Ag '37

Reclaiming shortwall frames. W. Baum. II diags Coal Age 42:80+ O '37

Seven foot drill made about 1908, used in making turbo-generators. II Mach 43:670 Je '37

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Tool-room kinks for boring accurately spaced holes. P. L. Budwitz. diags Mach 43:263 D '36

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DRILLING and boring machinery

Ammco connecting-rod boring machine. *il*

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Camasaq unit heads for drilling and milling. *il* Automobile Eng 26:372-3 N '36

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| Calico printing | Methylene blue |
| Coal tar colors | Naphthol AS |
| Color in the textile industries | Prussian blue |
| Color matching | Red |
| Color printing | Stains and staining (microscopy) |
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See also

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| Electric controllers | Supervisory control |
| Electric motors— | Electric switches |
| Control | Elevators, Electric— |
| | Control |

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|---------------------|-----------------------|
| Busbars | Electric service, |
| Electric cables | Rural |
| Electric conductors | Electric substations |
| Electric conduits | Electric transformers |
| Electric converters | Electric trans- |
| Electric currents | mission |
| Electric lines | Electric wiring |
| Electric plants—In- | Electric wiring, In- |
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Electricity
Electricity in mining
Electricity in the petroleum industry
Electricity on the farm
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Radio communication and other headings beginning Radio
Railroads—Electric equipment
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| Air flow | Hydrodynamics |
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Chocolate	Nutrition
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| Concrete piling | Shoring and under-
pinning |
| Dams—Foundations | Walls |
| Earthwork | |

FOUNDATIONS, Charitable and educational**See also**

- Hayden, Charles,
foundation
Rockefeller foundation

FOUNDATIONS, Subaqueous**See also**

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|--------------------------------------|-----------------------------|
| Bridges—Founda-
tions and piers | Dams—Foundations |
| Caissons | Dredging |
| Cofferdams | Excavation, Suba-
queous |
| Concrete construction,
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- FOUNDING.** See Aluminum founding; Brass
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Textile machine works. W. A. Phair. *Il*
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Foundries—Records
Foundry accounting

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|--------------------------------------|--------------------------------|
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| Automobile engines | Motor boats |
| Carbureters | Motor bus engines |
| Cylinders (engines, etc.) | Motor cars (railroad) |
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\$1,000,000 a year cost to Tennessee of poor gas tax collections. Nat Pet N 29:32 Ja 13 '37

United States

All plead not guilty in Madison oil cases. A. M. Petty. Nat Pet N 29:5, 21-2 Mr 10 '37

Clash on N.R.A. at trial opening at Madison. C. O. Willson. Nat Pet N 29:69-70 O 7 '37

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Estimating gasoline demand; U. S. Bureau of mines has been doing it for four years. G. T. Kellogg. Nat Pet N 29:42+ Ag 11 '37

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Gain in gasoline demand is seen with more cars on road in 1937. H. S. Norman. Nat Pet N 29:35-12-13 N 19 '36

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Inventory requirements estimated over season. F. Van Covern. Oil & Gas J 35:42 F 25 '37

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Wisconsin

Auto ports; name of Wisconsin stations buying supplies from independent refiners. Business Week p27 Ag 7 '37
Auto ports, new name for gasoline and auto service retail outlets adopted by Wisconsin jobbers' association. Pet Age 31:9-10 JI '37
Jobbers' group marketing plan starts in Wisconsin. E. L. Barringer. Nat Pet N 29:9-10 JI 21 '37

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Gasoline line and barge haul halves transportation cost. il Nat Pet N 29:36+ Ag 18 '37
Gasoline pipe lines serve area accounting for half of the total U.S. motor fuel consumption. W. T. Ziegenhain. il map Oil & Gas J 36:52-4 S 16 '37
Humble butane line supplies new polymerization units. il Oil & Gas J 36:130+ S 16 '37
Install section of gasoline line while under high pressure. D. L. Hines. il Oil & Gas J 36:57 S 23 '37
Keystone extension to Buffalo. map Oil & Gas J 36:24 JI 1 '37
Long pipe lines and many extensions constructed; new pools get outlets. Oil & Gas J 35:70-1+ Ja 28 '37
Operation of a modern pipe line system needs unity of action. T. P. Sanders. il Oil & Gas J 35:40-1 Ap 8 '37
Shell to lay gasoline line to Indianapolis. W. T. Ziegenhain. map Oil & Gas J 36:37 Ag 12 '37

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Laboratories

Laboratory inspection controls operation of pipe lines. il Oil & Gas J 36:149, 151 S 16 '37

Maps

Portion of country receiving gasoline transported through interstate pipe lines. W. T. Ziegenhain. Oil & Gas J 36:52-3 S 16 '37

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Choosing right motor for gasoline pumps. E. A. Whiting. Elec W 107:1092 Mr 27 '37
Hints on gasoline pump maintenance. G. D. Moore. Nat Pet N 29:65 Ap 21 '37
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Ethyl fits the job; research work of Ethyl gasoline corporation. J. Geschelin. il Automotive Ind 76:250-5 F 20 '37

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Aleshire's station friends sent him to Congress. G. T. Kellogg. il Nat Pet N 29:41+ Ap 14 '37
Auto ports, new name for gasoline and auto service retail outlets adopted by Wisconsin jobbers' association. Pet Age 31:9-10 JI '37
Beautiful station erected in fashionable Nob Hill, San Francisco. il Pet Age 31:8 Ap '37
Brake service featured at service station operated by H. H. Simmons, Casper, Wyo. il Nat Pet N 28:60 D 16 '36
Building a station to pull trade from six-lane highway. J. N. Westsmith. il plan Nat Pet N 29:43, 45-6 Ag 25 '37
Church runs a service station to wipe out debt; Holy Rosary church, Indianapolis. E. L. Barringer. il Nat Pet N 29:62-3 Mr 3 '37
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Corn, on the stalk, is trade puller at Iowa station. il Nat Pet N 29:32 JI 14 '37
Day at hand for the jobber to run his own stations. Nat Pet N 29:58+ Mr 24 '37
50 motorists tell why they buy. J. W. Thompson. Nat Pet N 29:46-7 JI 14 '37
Five-gallon buyer visits Pacific coast service stations. J. N. Westsmith. il Nat Pet N 29:39-41+ S 15 '37
Five-gallon buyer visits the far Northwest. J. Westsmith. il map Nat Pet N 29:34-6, 40+ O 13 '37
Michigan jobber builds station with trailer appeal; Ada oil company erects combination store-station unit. il Pet Age 31:22-3 Ja '37
Modernized, from livery stable to complete service station. J. W. Thompson. il Nat Pet N 29:40, 42+ S 1 '37
Offers auto port as modern running mate for airport. J. Barnes. Nat Pet N 29:10 JI 21 '37
Petroleum service company, Minneapolis, outstanding jobber service station. il Pet Age 31:9-12 O '37
Railway passenger depot replaced by modern service station. il Nat Pet N 29:132+ Ap 21 '37
Rival jobbers co-operate under one merchandising plan; Motorite service and the Morris oil company. il Pet Age 31:22-3 F '37
Sales increased when station was modernized; Miller oil company. il Nat Pet N 29:57-8 F 10 '37
Service station G men; help to trace counterfeiters. F. P. McLaughlin. il Nat Pet N 29:36+ JI 28 '37
Service station more than doubles tourist camp's annual income. Nat Pet N 29:26 My 19 '37
Servicing cars at airport. J. W. Thompson. il Nat Pet N 29:33-4 Ag 18 '37
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Station with zoo attracts many customers; Albert Boyd service station. il Pet Age 31:23 F '37
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Wisconsin jobber has cabins to increase station profits. il Nat Pet N 29:32 JI 21 '37

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Large newspaper ads push seasonal items; Alberts super service, Oconomowoc, Wis. il Pet Age 31:12 Mr '37
Super vacuum cleaning for car pulls in station customers. Nat Pet N 29:88 Ap 21 '37

Automobile accessories

Accessories time-payment plan; Pure oil company. Nat Pet N 29:54 Ag 25 '37
If you don't see it, we haven't got it. J. W. Thompson. il Nat Pet N 29:28, 30-1 O 20 '37

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Jobber's budget sales handled by special salesmen; Johnson high test oil co. *il Nat Pet N 29:92+ Ap 21 '37*
 Missouri jobber wholesales automotive merchandise. *il Nat Pet N 29:61-2+ Mr 17 '37*
 Service station men falling down on job? *il Pet Age 31:22-3 Je '37*
 There's extra station sales in vacation trips. *il Nat Pet N 29:33-4 Je 16 '37*
 Trade commission action not to change marketing policy; complaint charges Texas company with violating exclusive dealing sections of Clayton act. H. S. Norman. *il Oil & Gas J 35:43 Mr 25 '37*
 Trade-marked service; United motors service advertises products and also 2,000 dealers. H. C. Smith. *il Ptr Ink 178:28-9, 32+ Mr 11 '37*
 25 per cent of net profits come from accessories. *Nat Pet N 29:89 Ap 21 '37*
 What makes a good station salesman good? *il Pet Age 31:9-11 My '37*

Chain stations

"Hello neighbor" and the W. H. Pugh oil company. *il Pet Age 31:11-13 Je '37*
 Larkin company mail order house operates chain of stations *il Nat Pet N 29:76+ O 27 '37*

Cleanliness

Good housekeeping; rules for cleanliness, weekly supervision and visits by executives. E. L. Barringer. *Nat Pet N 29:52+ O 27 '37*
 Women dirt inspectors keep stations spotless *il Pet Age 31:13-14 Jl '37*

Construction and design

Dining room, soda fountain included in station design. *il plan Nat Pet N 29:140+ Ap 21 '37*
 Illuminated glass tower makes station distinctive; Direct service oil co. *il plan Nat Pet N 29:144 Ap 21 '37*
 Making the station a store S. A. Weissenburger. *il Nat Pet N 29:40+ Ja 6 '37*
 One-stop service station has concrete masonry walls. *il plan Am Bld 59:78 My '37*
 Planning techniques for new and remodeled buildings. *il diag plans Arch Forum 66: 86-95 F '37*
 Prefabricated steel service stations are built of unit sections. *il Steel 101:40 Ag 2 '37*
 Showmanship is feature of west coast station design J. N. Westsmith. *il Nat Pet N 29:43-4+ My 5 '37*
 65-foot tower draws trade to off-avenue location *il Nat Pet N 29:42 N 3 '37*
 Standardized service stations, designed by Walter Dorwin Teague *il Arch Rec 82: 69-72 S '37*
 Uniformity is trend in station design; with list of equipment, cost data, layouts, etc. J. W. Thompson. *il diag plans Nat Pet N 29:59-61, 63+ Ap 21 '37*
 Utmost advertising value in glass-brick service station. *il Pet Age 31:8 Ja '37*

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Mo-Tel starts quick, painless service for stranded motorists. *Sales Management 40: 208-9 F 1 '37*
 Service station men falling down on job? *il Pet Age 31:22-3 Je '37*

Employees

Extra uniform for Sovereign Service attendants. *il Pet Age 31:14 Jl '37*
 Independent merchant, or employee? retailers' associations and labor unions seek to establish the status of the dealer. E. L. Barringer. *Nat Pet N 29:46+ Ja 27 '37*
 New York city attendants get wage advance. *Nat Pet N 29:28 My 26 '37*
 Older men finding employment at leased stations; age conditions in other oil industry branches *Nat Pet N 28:69-70+ D 16 '36*
 Type of operator needed at low price station. *Nat Pet N 29:98 Ap 21 '37*
 What makes a good station salesman good? *il Pet Age 31:9-11 My; 15-17 Je '37*

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Air compressor; keystone of modern station operation. *il Nat Pet N 29:124 Ap 21 '37*
 Automatic stop-action on Curtis four-poster lift. *il Pet Age 30:25 D '36*
 Portable pneumatic lubricator for service stations. *il Comp Air M 42:5307 Ap '37*
 Selecting a lift. *il Pet Age 31:15-17 Mr '37*
 Used equipment marketed through outside display. *il Nat Pet N 29:64 Mr 17 '37*
 Yes and no; good plumbing means more business for gas stations. *il Dom Eng 149: 66-7+ Mr '37*

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Auto supply firm sets customers up in business, gains new sales. *il Sales Management 40:230 F 1 '37*
 New sources of profits in jobbers' own backyard; tables showing bases for quotas and profits to be derived therefrom. J. W. Thompson. *Nat Pet N 29:56, 58 Mr 17 '37*
 Sound station investment. *Nat Pet N 29:37-8+ Jl 21 '37*

Fires and fire protection

Causes of fire at filling stations are reported. *Nat Pet N 29:50 F 17 '37*

Hours of business

Dealers favor half day off, rules on hours. *Nat Pet N 29:23 Ag 25 '37*

Layout

Discards traditional designs; layout of Kelso oil co plan *Nat Pet N 29:31 Jl 7 '37*
 Uniformity is trend in station design; with list of equipment, cost data, layouts, etc. J. W. Thompson. *il diag plans Nat Pet N 29:66, 69 Ap 21 '37*

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Charge accounts a dilemma under Iowa plan set-up. *Nat Pet N 29:26 Je 2 '37*
 Company-controlled station is vanishing under Iowa plan. T. F. Smiley. *Oil & Gas J 35:26+ Ja 14 '37*
 Developments in petroleum marketing. S. A. Swensrud. *il Nat Pet N 29:48-54 F 24 '37*
 Filing federal income tax returns; procedure for station lessees. E. L. Barringer. *Nat Pet N 29:54, 56 Mr 3 '37*
 First find the man; key to success of lessee-operated stations, Crown Point oil co. E. L. Barringer. *il Nat Pet N 29:42+ Ja 27 '37*
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Dealer discusses the cost of service station lighting. *il Nat Pet N 29:84-5 Ap 21 '37*
 Illuminated glass tower makes station distinctive; Direct service oil co. *il plan Nat Pet N 29:144 Ap 21 '37*
 Lighting, the point of sale. *il plan Nat Pet N 29:77-8, 80+ Ap 21 '37*
 Sohio modernizes with mercury lighting. E. B. Karns. *il Elec W 108:347+ Jl 31 '37*
 Volume of potential night sales warrants adequate lighting. *il Nat Pet N 29:64-5 Mr 3 '37*

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Sound station investment. Nat Pet N 29:32+ J1 7; 36+ J1 14; 37-8+ J1 21 '37
Two stations on same corner in Rochester, N.Y. il plan Nat Pet N 29:30 J1 28 '37

Lubricating service

Complete line of lubes carried at few outlets. Nat Pet N 29:37 Je 23 '37
Lubrication service must be sold. il Pet Age 30:13-15 D '36
Making the dealer lubrication-conscious. il diag Nat Pet N 29:106+ Ja 13 '37
Making the station a store; efficient greasing. S. A. Weissenburger. il Nat Pet N 29:43-4+ F 17 '37
Showmanship in lubrication. J. W. Thompson. il Nat Pet N 29:49-50+ O 13 '37
Thar's gold, pardner, in them thar front wheel bearings. J. N. Westsmith. il Nat Pet N 29:84, 86+ Ja 13 '37

Management

Big city sales ideas aid small town jobber; Wolf River oil co. il Nat Pet N 29:40+ J1 7 '37
Built a \$25 investment to state's record for gasoline sales; Standard service station of W. Y. Shugart. il Nat Pet N 28:38+ D 30 '36
Car repair business profitable to jobber in small community; Franklin oil & gas company, Bedford, Ohio. il plan Nat Pet N 29:62-4 My 12 '37
Downtown station goes after greasing, washing business. il Nat Pet N 29:34 J1 28 '37
Eddie Cantor trains Texaco dealers in sound slide film. il Sales Management 40:984 My 15 '37
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How Wisconsin jobbers go after that spring business. il Pet Age 31:14-16 Ap '37
Jim Farrimond, salesman. il Nat Pet N 29:137-9 Ap 21 '37
Jobber cashes-in on firm's local background. il Pet Age 31:11-12 My '37
Make the customer sure he gets what he pays for. S. A. Weissenburger. il Nat Pet N 29:41-2+ My 19 '37
Making the station a store. S. A. Weissenburger. il Nat Pet N 28:59-60+ D 2 '36; 29:47-8+ F 3; 43-4+ F 17; 42+ Mr 10; 51-2, 54, 56 Ap 7 '37
Operator sells some item to every tourist. il Pet Age 31:11-12 Ag '37
Pugh oil co. stations sell one service at time. il Pet Age 30:8 N '36
Selling at stations. Nat Pet N 29:148 Ap 21 '37
Sound station investment. Nat Pet N 29:32+ J1 7; 36+ J1 14; 37-8+ J1 21 '37
Street looked like a battlefield; service station offsets losses due to street obstruction. il diag Nat Pet N 28:48-50+ D 9 '36
\$10 daily must come from lubrication lifts, oils and car cleaning department; station of Grimmer bros. E. L. Barringer. il Nat Pet N 29:40+ Ag 18 '37
Tips on getting station ready for winter. Nat Pet N 29:31-2+ O 20 '37
To sell merchandise, display it; Texaco service stations. J. N. Westsmith. il Nat Pet N 29:38, 40 Ja 27 '37
What gives a station "it"? Whitfield service station. il Nat Pet N 29:44-5 Je 9 '37
Wider automotive servicing; oil company stations in cities with compulsory motor vehicle inspection laws find new services are profitable. J. N. Westsmith. il Nat Pet N 29:34, 36-7 O 20 '37

Parking service

Modern station on downtown site parks 80 cars in basement; Paxton service station, Omaha. E. L. Barringer. il Nat Pet N 29:43-4 Ja 20 '37

Parking space builds station business; Cowell oil co. Nat Pet N 29:146 Ap 21 '37

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Daily station reports simplify record-keeping. il Pet Age 31:11-12 Mr '37

Refreshment stands

Ice cream and bears attract customers. il Nat Pet N 29:35 J1 14 '37
Soft drinks at stations. il Nat Pet N 29:119-20, 123 Ap 21 '37

Safety devices and measures

Care, maintenance and abandonment of underground station tanks. J. M. Klipfel. Nat Pet N 29:47-8+ Ap 28 '37; Excerpts. il Safety Eng 74:13-15 J1 '37

Service

Free newspapers slow down morning customers; novel promotion scheme inaugurated at Minneapolis station. il Pet Age 30:11-12 D '36
Gasoline stations as first aid centers. il Nat Pet N 29:50+ My 19 '37
Gulf express-stop service station in New York city. il Nat Pet N 29:32, 34 S 29 '37
Recognizing the air cleaner as a profitable service item. il Nat Pet N 29:137-9 Ja 13 '37
"Service" is not a word, it's a practice at Cliff Gray's station, Fostoria, O. il Nat Pet N 29:42+ S 8 '37
Sovereign service uses free license change plan. il Pet Age 31:11-12 Ja '37
These marketers jump to keep ahead of 13 competitors down the street. il Pet Age 31:13-14 Mr '37

Side line selling

Big city sales ideas aid small town jobber; Wolf River oil co. il Nat Pet N 29:40+ J1 7 '37
Ice profitable station item in selected neighborhoods. il Nat Pet N 29:36+ S 22 '37
Jim Farrimond, salesman. il Nat Pet N 29:137-9 Ap 21 '37
New sources of profits in jobbers' own backyard. J. W. Thompson. Nat Pet N 29:56, 58 Mr 17 '37
There's extra station sales in vacation trips. il Nat Pet N 29:33-4 Je 16 '37

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Novel sign ads get attention for new station. il Pet Age 30:14-15 N '36

Statistics

Bureau of census makes report on filling stations. Pet Age 31:8 Mr '37

Tire company stations

Most modern service and accessory store opened by Firestone in Evanston, Ill. il Pet Age 31:11-12 Ap '37

Trackage stations

Price cut as wide margin dealers lose gallonage to new tracksides. Nat Pet N 29:11+ J1 21 '37

Trailer service

What you need for complete trailer service. il Pet Age 31 9-10 Jc '37

Winter service

Guaranteed winter starting campaign launched by Sohio. Nat Pet N 28:66 D 2 '36
If you don't see it, we haven't got it. J. W. Thompson. il Nat Pet N 29:28, 30-1 O 20 '37
Tips on getting station ready for winter. Nat Pet N 29:31-2+ O 20 '37
GASOLINE service stations, Cooperative
Ohio consumer co-op station expanding into other lines. il Nat Pet N 28:65-6 D 2 '36
GASOLINE service stations, Municipal
Munty station a perennial issue; Lincoln, Nebr. retailers, seek right to audit its books through the courts. E. L. Barringer. il Nat Pet N 29:47-8 Mr 24 '37

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40% more storage in less ground space through plant modernization. A. S. James. *Il plan Nat Pet N 29:104-7 Mr 17 '37*

Four gallons must be sold to make up for one gallon lost; suggestions for operating a bulk plant. H. V. Le Bourveau. *Il Nat Pet N 28:50-2 D 16 '36*

Smith saves gasoline vapors and dollars; complete system for trapping storage tank gasoline vapors. *Il diags Pet Age 30:9-11 D 36*

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Huge gas tanks weld-fabricated. *Il Iron Age 140:72 Ag 26 '37*

Humble butane line supplies new polymerization units. *Il Oil & Gas J 36:130+ S 16 '37*

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Effect of paint colors on evaporation losses. J. C. Albright. *Il Nat Pet N 29:63-4, 66 Ap 14 '37*

GASTROINTESTINAL diseases. *See Digestive organs—Diseases*

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Restoration of colonial Williamsburg; views and working drawings. *Arch Rec 80:346-53, 382-4 N '36*

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Stocks offered. *Comm & Fin Chr 145:1900 S 18 '37*

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Cutting a single-thread worm of large lead. U. S. Eberhardt. *Il Mach 43:374 F '37*

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New method for cutting small gears; Fellows gap type gear shaper cutters. D. T. Hamilton. *Il diags Mach 43:594-7 My '37*

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Automatic slotting of clutch gears. *Il diag Mach 43:530-1 Ap '37*

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Drift	Limestone
Earth	Metamorphism
Earthquakes	Mineralogy
Faults (geology)	Mines and mineral resources
Geochemistry	

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Mountains	Rocks
Ore deposits	Rocks, Igneous
Paleobotany	Salt domes
Paleoclimatology	Sand
Paleontology	Schists
Peat	Sedimentation and
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| Honing machines | Polishing machines |
| Lubrication and lubricants (cutting and grinding) | |

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Docks

Dredging

Jetties

Loading and unloading—Ships

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Harbor

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Delivery of goods
Electric trucks
Loading and unloading
Locomotives

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Flame propagation
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Heating
Insulation (heat)
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| Calorimeters and calorimetry | Temperature—Measurement |
| Pyrometers and pyrometry | Thermocouples |
| | Thermometers and thermometry |

HEAT of activation. See Activation, Heat of

HEAT of combustion. See Combustion, Heat of

HEAT of decomposition. See Decomposition, Heat of

HEAT of dilution. See Dilution, Heat of

HEAT of dissociation. See Dissociation, Heat of

HEAT of formation. See Thermochemistry

HEAT of fusion. See Fusion, Heat of

HEAT of hydrogenation. See Hydrogenation, Heat of

HEAT of mixing. See Mixing, Heat of

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| Fuel | Radiators |
| Furnaces, Warm air | Refractory materials |
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| Gas heating | Ventilation |
| Heaters | Waste heat |
| Heating, Warm air | |
| Heating from central stations | |

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| Hydrodynamics | Turbines |
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See also

Inland marine underwriters association
Insurance, Fine arts
Insurance, Fur
Insurance, Furriers' customers

Insurance, Jewelry
Insurance, Motor truck contents
Insurance, Personal effects

Adjustment of claims

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United States

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All-cover liability policy; abstract. Management R 26:84 Mr '37

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Public liability is one of world's oldest hazards. A. Crawford. Nat Underw 41:54 F 18 '37

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Trend seen toward all risk public liability. A. Crawford. Spectator (Property ed) 3:30 Jl 1 '37

See also

Insurance, Automobile

Insurance, Malpractice liability

Insurance, Motor truck

Insurance, Owners', landlords' and tenants' public liability

Insurance, Product liability

Insurance, Residence liability

Insurance, Workmen's compensation

Adjustment of claims

Assured denied right to aid in defense. S. P. Black, jr. Nat Underw 41:16+ S 2 '37

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Insurance program for banks, with special reference to blanket bonds. J. R. Rooney. Weekly Underw 136:729-33 Mr 27 '37

Need of all risk public liability. A. Crawford. Nat Underw 41:33+ Ja 21; 42 F 4 '37

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Insurance, Liability—Errors and omissions policies

Rates

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INSURANCE, Life

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See also

Annuities	Mortality
Benefit societies	Savings banks—Insurance departments
Insurance, Business	Trade unions—Benefit funds
Insurance, Group	
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Adjustment of claims

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- Advertising as factor in selling program. G. A. Adsit. East Underw 38:12 Mr 12 '37
- Advertising awards made by Southern round table of Life advertisers association. Ins Field (Life ed) 66:8 My 14 '37; East Underw 38:7 My 14 '37
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- Direct mail and other techniques for selling; abstracts. G. A. Eubank. Nat Underw (Life ed) 41:6+ Ja 22 '37; Weekly Underw 136:246-7 Ja 23 '37
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- Eight ways to make direct mail more effective. E. E. Kirkpatrick. Ins Field (Life ed) 65:8 N 20 '36; Same cond. Weekly Underw 135:1271 N 21 '36
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- Helping agent get most out of company advertising. E. M. Hunt. East Underw 38:4+ S 17 '37; Abstract. Nat Underw (Life ed) 41:23 S 17 '37
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- New values in life insurance advertising. E. M. Hunt. Weekly Underw 136:61-2 sec 2 My 1 '37
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- Tested sales promotion; lists of substantial policyholder clients. R. G. Richards. Weekly Underw 136:402 F 13 '37
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Occupational disease situation is of major concern. Nat Underw 41:29 Ja 7 '37

Occupational disease symposium of American bar association. East Underw 38:41-2 O 1 '37; Nat Underw 41:21+ S 30 '37

Pennsylvania occupational disease bill passed; problems in 4 states. Nat Underw 41:15+ Je 10 '37

Problems in new occupational disease law of Indiana. P. J. Smith. Nat Underw 41:25+ My 20 '37

Proposed Illinois bill makes compulsory as-signment of occupational risks. Ins Field (Fire ed) 66:12 Ap 22 '37; Nat Underw 41:23+ Ap 15; 23+ Ap 22 '37

Purpose of occupational disease educational program is explained. O. M. Nanfeldt. Ins Field (Fire ed) 66:15 Ap 8 '37

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Reinsurance pools for assigned compensation risks launched in Illinois. East Underw 38:26 Ag 6 '37; Nat Underw 41:13 Ag 5 '37
Thorough methods in preventing silicosis needed. A. S. Johnson. Nat Underw 41:48 Ja 28 '37

Payment of benefits

Compensation exhibit of Wisconsin compiled; new way to compute earnings. Weekly Underw 137:996 N 6 '37

Policies

Excess insurance co. policy fills gap in retrospective plan. East Underw 38:29 Ag 13 '37

Excess insurance in connection with retrospective rating Spectator (Property ed) 3 27 S 23 '37

Preventive work

Engineering problems R. B. Williams. Weekly Underw 136:1401-2 Je 19 '37

Safety begins at the top; insurance and management cooperation in paper mill. Safety Eng 73:25 Ap '37

Rates

New Jersey compensation rates lower. East Underw 38:51 Ap 30 '37

New Michigan rates. Spectator (Property ed) 2:30 D 17 '36

New York compensation rates go 2% lower on July 1 East Underw 38:37 Je 11 '37; Ins Field (Fire ed) 66:10 Je 10 '37; Nat Underw 41:28 Je 17 '37; Spectator (Property ed) 2 7 Je 17 '37

Oklahoma Supreme court asked to fix compensation rates Ins Field (Fire ed) 66:12 Mr 4 '37

Use of weighted five-year average in calculating compensation rates H. T. Barber. Nat Underw 41:23+ My 20 '37

Wisconsin's new occupational disease rate credit plan Nat Underw 41:30 Ap 8 '37; East Underw 38:40 Ap 9 '37

Retrospective plan

Advantages and obstacles in retrospective plan R. J. Glasgow. East Underw 38:30 Ag 13 '37

Brokers position on rating plan stated H. W. Schaefer. Weekly Underw 136:562 Mr 6 '37

Contractors' insurance costs reduced by new rating plan J. W. Randall. Eng N 118:581-2 Ap 22 '37

Employers asked to push retrospective plan by Risk research institute. J. G. Goetz. East Underw 38:38-9 F 5 '37

History and advantages Spectator (Property ed) 3 26 S 23 '37

Michigan rejects retrospective plan Ins Field (Fire ed) 65 10 D 24 '36

Plans are experimental. J. A. Beha Nat Underw 41:35 Mr 11 '37

Progress in retrospective rating W. I. Rocher East Underw 37:85+ D 4 '36

Reasons for breaking New York tie vote on retrospective rate plan. L. S. Senior. East Underw 38:36 Ja 15 '37; Same. Nat Underw 41:31 Ja 14 '37

Retrospective plan approved; amendments suggested; abstracts. L. H. Pink. East Underw 38:55 Ap 30 '37; Ins Field (Fire ed) 66:5-6+ My 6 '37; Nat Underw 41:21+ My 6 '37

Retrospective plan needs fair trial; abstracts H. J. Mortensen. East Underw 38:38+ Je 25 '37; Ins Field (Fire ed) 66:12-13+ Je 24 '37; Nat Underw 41:23+ Je 24 '37

Retrospective rating after a year's trial F. J. DeCelles. East Underw 38:42 Je 25 '37; Same Weekly Underw 136:1447 Je 26 '37

Retrospective rating plan aired before Supt. Pink of New York. East Underw 38:31+ Mr 5 '37; Ins Field (Fire ed) 66:12+ Mr 4 '37; Nat Underw 41:33+ Mr 4 '37; Spectator (Property ed) 2 6 Mr 11 '37; Weekly Underw 136:564 Mr 6 '37

Retrospective vs. supplementary plan. J. J. Magrath. East Underw 38:32+ My 21 '37

Stock companies' brief supporting retrospective rating. J. A. Beha. East Underw 38:34-5 Mr 26 '37; Abstract. Spectator (Property ed) 2 7 Mr 25 '37
Three states take action; Maryland approves, Michigan and Colorado disapprove. Nat Underw 40:26 D 24 '36

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Voluntary plan is recommended for rejected risks. W. F. Roerber. Nat Underw 41:35+ Ja 28 '37; Same abr. Weekly Underw 136:396+ F 13 '37

See also

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Self insurance

Michigan Attorney General rules on stop-loss cover bought outside state. East Underw 38:33+ J1 2 '37

Stop loss cover may be bought outside of state, is Michigan ruling. Ins Field (Fire ed) 66:11 My 20 '37; Nat Underw 41:24 My 20 '37

Workmen's compensation reserve trusts; field for administration of funds by corporate fiduciaries. D. A. Northey. Trust Companies 63:559-61 N '36

California

Silicosis legislation not likely. D. W. Burbank. Weekly Underw 135:1373 D 5 '36

Colorado

New wage basis Nat Underw 40:38 N 12 '36

Connecticut

Connecticut debates compensation changes. Weekly Underw 136:619 Mr 13 '37

Denmark

Workmen's insurance in Denmark. J. O. Jancusek Comm Rep p707 S 4 '37

Lithuania

Compulsory accident insurance in Lithuania. J. Schapiro Monthly Labor R 43 1146-8 N '36

Massachusetts

Injured worker need not submit to operation, Supreme judicial court of Massachusetts decision. Monthly Labor R 45:908-9 O '37

Massachusetts fund bill; labor leader's charges answered. Nat Underw 41:51 Mr 25 '37

Minnesota

Minnesota's new law falls short of aim. Weekly Underw 136:1446 Je 26 '37; Same. Ins Field (Fire ed) 66:12 Je 24 '37

New Jersey

Compensation outlook in New Jersey. A. R. Lawrence. Weekly Underw 136:1186 My 22 '37

New York (state)

Compensation security continues to increase. Weekly Underw 136:391 F 13 '37

Creditors of International Reinsurance getting dividend East Underw 37:39 N 13 '36; Spectator (Property ed) 2 32 N 19 '36; Weekly Underw 135 1192 N 14 '36

1937 amendments East Underw 38:33 Je 18 '37

Southern Surety of New York creditors are 100% paid. Spectator (Property ed) 2:31 Je 17 '37

State's 1936 compensation claims. E. F. Andrews. East Underw 38:41 Ja 15 '37

War on pseudo business partnerships; N.Y. labor department campaign. East Underw 38:33 Je 18 '37

Ohio

Inadequacies of state managed compensation funds; abstracts. W. W. Greene East Underw 37:45+ N 20 '36; Nat Underw 40:47+ N 19 '36; Weekly Underw 135:1284 N 21 '36

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Compensation law penalizes Oklahoma workmen and employers. A. S. James. Nat Pet N 29:49-50 Ja 6 '37

Pennsylvania

Claimants to receive \$200,000 distribution; Republic Casualty case. Weekly Underw 137 121 J1 17 '37

Liberal compensation bill is presented in Pennsylvania. Ins Field (Fire ed) 66:12 Ja 21 '37; Nat Underw 41:32 Ja 14 '37

New compensation act. Ins Field (Fire ed) 66:12 O 7 '37

Pennsylvania sure of workmen's compensation. Weekly Underw 135:1173+, 1257-8 N 14-21 '36; Excerpts. East Underw 37 42-3 N 13 '36; Nat Underw 40:30 N 12 '36

United States

Compensation outlook. H. M. Rose. Weekly Underw 136:838 Ap 10 '37

Cradle of compensation rates and rules; functions of the National council on compensation insurance. D. Porter. Spectator (Property ed) 2:10-14+ F 11 '37

Facts on accident costs with special reference to inclusion of occupational diseases in compensation laws. H. D. Sayer. Weekly Underw 136:899-901 Ap 17 '37; Excerpts. East Underw 38:45 Ap 16 '37

More workmen's compensation? Business Week p30+ F 20 '37

National council on compensation insurance annual meeting. New York, Dec. 3. Ins Field (Fire ed) 65:11-12 D 10 '36; Nat Underw 40:29+ D 10 '36; Spectator (Property ed) 2:6 D 17 '36

Report of liaison officer between commissioners and National council on compensation insurance; abstracts C. W. Hobbs. East Underw 38:36 Je 25 '37; Nat Underw 41:23+ Je 24 '37

U. S. Chamber of commerce traces compensation tendencies. Weekly Underw 137:655-7 S 25 '37

Wisconsin

Employes cannot renounce workmen's compensation; decision Nat Underw 41:19 Ap 29 '37; Weekly Underw 136:1070 My 8 '37

INSURANCE actuaries*See also*

Casualty actuarial society International congress of actuaries

INSURANCE advertising conference

Annual meeting, 15th, Briarcliff, N.Y. Sept. 13-14. East Underw 38:1+ S 17 '37; Ins Field (Life ed) 66 7-8+ S 17 '37; Nat Underw (Life ed) 41 3+ S 17 '37; Weekly Underw 137:581+ S 18 '37

Fire and casualty group session Spectator (Property ed) 3:10-13 S 23 '37

Mid-year meeting, New York. Weekly Underw 135:1354+ D 5 '36; East Underw 37:41 D 11 '36

Work of the organization. Spectator (Life ed) 137:14-15 sec 2 D 10 '36

INSURANCE agents

Agent discovers there are always specialists along the line to help him. Weekly Underw 135:1251 N 21 '36

Agent grievances; abstracts. W. O. Wilson. Nat Underw 41:3+ Je 17 '37; Weekly Underw 136:1380+ Je 19 '37

Agents' competitors include all salesmen, not insurance men alone. W. S. Pearce. East Underw 38:32 Ja 29 '37

Alabama association of insurance agents 41st annual convention, Montgomery, May 13-14. Ins Field (Fire ed) 66:5-6+, 10 My 20 '37; Nat Underw 41:5+ My 20 '37

Arizona insurance agents association annual meeting, Tucson. Nat Underw 40:8 N 19 '36

Attributes of real insurance agent, R. L. Bowen. Nat Underw 41:29 O 28 '37

Benefits of survey plan of selling. E. R. Ledbetter. East Underw Extra ed 38:12 O 9 '37; Excerpts. Weekly Underw 137:747 O 9 '37; Ins Field (Dallas Conv Daily ed) 66:13+ O 7 '37; Abstract Nat Underw Conv no 41 22+ O 8 '37

Chicago board of underwriters tightens membership requirements. Nat Underw 41:3+ Ap 29 '37

Companies and agents co-operate thru Business development office. K. H. Bair. Ins Field (Fire ed) 66 19 My 20 '37; Excerpts East Underw 38:18 My 21 '37

Company-agency relations; abstracts C. F. Liscomb. East Underw 38:21 S 17 '37; Weekly Underw 137:580+ S 18 '37

Competitive factors, abstracts. E. M. Allen. Ins Field (Fire ed) 66:7+ J1 1 '37; East Underw 38:32 J1 2 '37; Nat Underw 41:20 J1 1 '37

Complete divorce of local and general agencies is favored. H. C. Stebbins. Ins Field (Fire ed) 66:7-8 S 30 '37

Connecticut association of insurance agents annual convention, New Haven. East Underw 37:15+ N 27 '36; Ins Field (Fire ed) 65:8 N 26 '36; Nat Underw 40:5+ N 26 '36

Connecticut association of insurance agents, 39th annual meeting, New Haven. East Underw 38 21+ N 5 '37, Ins Field (Fire ed) 66 18 N 4 '37; Nat Underw 41:5+ N 4 '37

Cross-currents affecting company-agency relations C. F. Liscomb. Ins Field (Fire ed) 66 7-8+ S 16 '37, Abstract. Nat Underw 41. 4+ S 16 '37

Essentials of a good sales plan R. E. Brown, Jr. Spectator (Property ed) 3 11-12 S 23 '37

Fire and casualty agents of South Dakota annual meeting, Sioux Falls. Ins Field (Fire ed) 66 17 O 21 '37, Nat Underw 41 5+ O 21 '37

Georgia association of insurance agents annual convention, Atlanta, June 18-19. Ins Field (Fire ed) 66 7+ Je 24 '37, Nat Underw 41:6+ Je 24 '37

Idaho state association of insurance agents annual convention, Boise, Aug. 1-2. Ins Field (Fire ed) 66 7 Ag 5 '37, Nat Underw 41 5+ Ag 5 '37

Ideas that click; asking for definite appointment P. Troth. East Underw 38 12 N 5 '37

Illinois association of insurance agents annual convention, Peoria. Ins Field (Fire ed) 65 5+ N 19; 6+ N 26 '36, Nat Underw 40 25+ N 19; 5+ N 26 '36

Illinois association of insurance agents 38th mid-year meeting, Springfield, May 21. Ins Field (Fire ed) 66 22 My 27 '37, Nat Underw 41:3+ My 27 '37

Insurance agents league of Washington 16th annual convention, Tacoma, Aug 11-13. Ins Field (Fire ed) 66 6 Ag 19 '37

Insurance federation of Pennsylvania annual convention, Pittsburgh. Ins Field (Life ed) 66 5-6 Je 11 '37; Nat Underw (Life ed) 41:3+ Je 11 '37

Insurance men as hobbyists. East Underw 38:44 F 5 '37

Iowa association of insurance agents annual convention, 31st, Waterloo. Ins Field (Fire ed) 66 5+ S 16 '37; Nat Underw 41:20+ S 16 '37

Is the laborer worthy of his hire? abstracts E. M. Allen. East Underw 38 42 N 5 '37; Nat Underw 41 5+ O 28 '37; Weekly Underw 137:934 O 30 '37

Kansas association of insurance agents 17th annual meeting, Topeka, Oct. 27-29. Ins Field (Fire ed) 66:7+ N 4 '37; Nat Underw 41 18+ N 4 '37

Kentucky association of insurance agents annual convention, Louisville, June 17-18. Ins Field (Fire ed) 66:7-8+ Je 24 '37; Nat Underw 41:5+ Je 24 '37

Local agent and chain store insurance. W. A. Hamlin, II. Spectator (Property ed) 2 10-15+ Ja 28 '37

Maine insurance agents association annual meeting, Waterville. Ins Field (Fire ed) 66 8 O 28 '37; Nat Underw 41:6 O 28 '37

Making best use of the Business development office, R. G. Hinkley. East Underw 38:25+ O 29 '37

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- Many new coverages aid agents. R. H. Moore. East Underw 37:30-1 D 13 '36
- Massachusetts association of insurance agents annual meeting, Worcester. East Underw 38:28 N 5 '37; Ins Field (Fire ed) 66:6 N 4 '37, Nat Underw 41:5+ O 28 '37; Spectator (Property ed) 3:7 N 4 '37
- Meeting competition; dangers to the American agency system. R. H. Bland. Ins Field (Fire ed) 66:4 JI 29 '37; Same. Weekly Underw 137:166+ JI 24 '37
- Meeting competition, using the work of the Business development office. F. A. Gantert. Ins Field (Fire ed) 66:4+ S 23 '37
- Merchandising program for agent; problems of agent and retail merchant compared. E. Dean. Nat Underw 41:26+ O 21 '37
- Michigan agents are pushing business development office plan. East Underw 38:29 Ap 30 '37
- Michigan agents back of an aggressive movement. Nat Underw 41:22 S 23 '37
- Michigan agents in mid-year meeting. Nat Underw 41:5+ F 18 '37
- Michigan association of insurance agents annual convention, Grand Rapids. Ins Field (Fire ed) 66:6+ S 16 '37, Nat Underw 41:17+ S 16 '37
- Midwest completes first part of drive under Business development office system. Ins Field (Fire ed) 66:7 Ag 5 '37
- Minnesota association of insurance agents 40th annual meeting, Duluth. Ins Field (Fire ed) 66:7-8 Ag 19 '37, Nat Underw 41:5+ Ag 19 '37
- Mississippi association of insurance agents 39th annual convention, Gulfport. Ins Field (Fire ed) 66:10-11 My 27 '37
- Missouri association of insurance agents 38th annual meeting, Columbia, Oct. 13-14. Ins Field (Fire ed) 66:6+ O 21 '37, Nat Underw 41:5+ O 21 '37
- National negro insurance association annual convention, Augusta, Ga. Nat Underw (Life ed) 41:7 Je 4 '37
- New England associations annual convention, Bretton Woods, N. H. East Underw 38:1+ JI 9 '37; Ins Field (Fire ed) 66:7-8+ JI 8 '37, Nat Underw 41:3+ JI 8 '37; Spectator (Property ed) 3:10-13+ JI 15 '37, Weekly Underw 137:9-10+ JI 3 '37
- New Hampshire association of insurance agents annual meeting, Manchester. Nat Underw 41:3+ O 28 '37
- New Jersey association of underwriters annual convention, 44th, Asbury Park, Sept. 16-17. East Underw 38:25-6+ S 24 '37, Ins Field (Fire ed) 66:7-8+ S 23 '37, Nat Underw 41:5+ S 23 '37, Weekly Underw 137:639-40 S 25 '37
- New York state association of local agents annual convention, Syracuse. East Underw 38:21-2+ My 28 '37; Ins Field (Fire ed) 66:9-10+ My 27 '37, Nat Underw 41:1+ 6+ My 27 '37; Weekly Underw 136:1228-30 My 29 '37
- North Carolina association of insurance agents annual meeting, Pinehurst. Ins Field (Fire ed) 66:7-8+ My 20 '37; Nat Underw 41:3+ My 20 '37
- Official view of company-agency relations. E. S. Joseph. Weekly Underw 137:577+ S 18 '37
- Ohio association of insurance agents annual convention, Toledo. Ins Field (Fire ed) 66:7-8+ O 28 '37; Nat Underw 41:19+ O 28 '37
- Oklahoma association of insurers annual convention, Oklahoma City, Oct. 18-19. Ins Field (Fire ed) 66:16 O 21 '37; Nat Underw 41:20+ O 21 '37
- Oregon state agents' association annual convention, Medford, Aug. 5-6. Ins Field (Fire ed) 66:7-8+ Ag 12 '37; Nat Underw 41:5+ Ag 12 '37
- Pennsylvania association of insurance agents annual convention, Bedford, Pa. Sept. 15-17. East Underw 38:30 S 24 '37, Ins Field (Fire ed) 66:7+ S 23 '37; Nat Underw 41:5+ S 23 '37
- Personal selling. W. L. G. Johnson. Ins Field (Fire ed) 66:10 O 28; 8 N 4; 8 N 11 '37 (to be cont)
- Plans of new organization; Service men's protective association. C. C. Hewitt. Nat Underw 41:10 N 4 '37
- Power of knowledge; collective bargaining will preserve agents' rights. W. H. Bennett. Ins Field (Dallas Conv Daily ed) 66:7-8+ O 6 '37, Same. East Underw Extra ed 38:5+ O 9 '37; Excerpts. Nat Underw 41:5 O 7 '37, Weekly Underw 137:747+ O 9 '37
- Practical ideas for overcoming mutual competition. R. F. Moore. East Underw 38:35 O 22 '37
- Public speaking is a good business investment. R. E. Baker. Nat Underw 41:31 S 9 '37
- Relationship between the company and the agent; abstracts. J. C. Blackall. Ins Field (Fire ed) 66:4 JI 8 '37, Weekly Underw 137:58 JI 10 '37
- Rural agents committee; objectives. R. W. Forshay. Ins Field (Fire ed) 66:4 O 28 '37; Abstract. Nat Underw 41:3 O 28 '37
- Rural agents in N.A.I.A. set-up. Ins Field (Dallas Conv Daily ed) 66:7+ O 5 '37; East Underw Extra ed 38:20 O 9 '37
- Simplicity is aid in selling. J. E. Powell. Ins Field (Life ed) 66:4+ Je 4 '37; Abstract. Nat Underw 41:24+ My 27 '37
- South Carolina association of insurance agents 39th annual convention. Ins Field (Fire ed) 66:7+ My 27 '37
- South Dakota fire and casualty insurance agents annual convention, Aberdeen, Nat Underw 40:5+ D 3 '36
- Successful modern production methods. R. A. Duffus. Weekly Underw 137:217+ JI 31 '37
- Tennessee association of insurance agents 43d annual convention, Chattanooga, Oct. 14-15. Ins Field (Fire ed) 66:7+ O 21 '37; Nat Underw 41:21+ O 21 '37
- Texas association of insurance agents 40th annual meeting. Ins Field (Fire ed) 66:7-8+ Je 3 '37, Nat Underw 41:3+ Je 3 '37
- Trends today. C. T. Hubbard. East Underw 38:27 JI 2 '37, Same. Weekly Underw 137:12-13 JI 3 '37
- Value of getting acquainted; contacting and servicing clients, abstracts. H. P. Dunham. East Underw 38:39 O 1 '37, Weekly Underw 137:637+ S 25 '37
- Value of pursuing premiums with camera. C. T. Hubbard. Ins Field (Fire ed) 66:4+ Ja 14 '37
- Value of trade associations in protecting the agency system. C. C. Hewitt. Weekly Underw 137:10+ JI 3 '37; Excerpts. East Underw 38:18+ JI 9 '37; Abstract. Nat Underw 41:1+ JI 8 '37
- Virginia association of insurance agents 39th annual convention. East Underw 38:24+ JI 2 '37, Ins Field (Fire ed) 66:7-8 JI 1 '37, Nat Underw 41:3+ JI 1 '37
- Wake up and sell. W. Peterson. East Underw 38:8 N 5 '37
- What prompts statement that agency system is on trial? M. H. Grannatt. Nat Underw 41:1+ JI 1 '37
- What the public expects from every local agent. B. D. Cole. East Underw 38:34+ S 17 '37
- Wisconsin association of insurance agents annual convention, Oshkosh, Oct. 20-21. Ins Field (Fire ed) 66:7+ O 28 '37; Nat Underw 41:23-5 O 28 '37
- Work control plan for agents outlined. R. E. Brown. East Underw 38:39+ S 17 '37
- Year's progress in company-agency relationship. W. O. Wilson. Ins Field (Fire ed) 66:8 Ja 21 '37; Excerpts. East Underw 38:20 Ja 22 '37
- See also
- Insurance associations**
- Insurance brokers**
- also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents
- also National association of insurance agents; National association of mutual insurance agents; Service men's protective association

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Ad suggestions for insurance agents. *Il Weekly Underw* 136:286-8, 1246-8; 137:218-20, 940-2 *Ja* 30, *My* 29, *Jl* 31, *O* 30 '37
 Funny Swede stories in ads help build Nelson's small town agency. *East Underw* 38:40 *Ap* 23 '37
 Making contacts by air; personal radio program. *Ins Field (Life ed)* 66:9-10 *Je* 18 '37
 Plan for agents to unite in advertising programs. *Ins Field (Dallas Conv Daily ed)* 66:10+ *O* 5 '37
 Printed salesmanship in proper form can aid every local agent. *W. S. Pearce. East Underw* 38:18 *Ag* 13 '37; Same. *Weekly Underw* 137:296+ *Ag* 14 '37
 Use of various advertising media. *Nat Underw (Life ed)* 41:4 *Ap* 2 '37

Agency management

Chattanooga agency, 62 years old, is managed by a woman. *D. Spalding. East Underw* 38:31 *Mr* 26 '37
 Efficiency in agency management essential. *O. Beling. East Underw* 38:1+ *Ja* 8 '37; Abstract. *Nat Underw* 40:6 *D* 17 '36
 General agency or branch office? *L. S. Morrison. Ins Field (Life ed)* 66:4 *O* 29 '37; Same cond. *East Underw* 38:19 *O* 29 '37; Excerpts *Weekly Underw* 137:951 *O* 30 '37
 General agents view home office agency department problems. *M. L. Williams. Weekly Underw* 136:244+ *Ja* 23 '37
 Getting publicity for your agency. *O. P. Schnabel. East Underw* 38:8 *My* 14 '37
 Mixed agencies. *K. H. Bair. Weekly Underw* 136:1377+ *Je* 19 '37; Same cond. *East Underw* 38:22 *Je* 25 '37
 Planned production. *H. C. Conick. Ins Field (Dallas Conv Daily ed)* 66:16-17+ *O* 7 '37; Same cond. *East Underw Extra ed* 38:15+ *O* 9 '37; Same cond. *Weekly Underw* 137:745+ *O* 9 '37; Abstract. *Nat Underw Conv no* 41:6 *O* 8 '37
 Questions prepared for use of solicitors. *W. E. Harrington. Nat Underw* 41:39 *O* 28 '37
 Recruiting, training, supervision. *J. W. Blunt. Nat Underw* 41:26 *My* 27 '37
 Rehabilitation of agencies; Eastern underwriters association's field men committees. *East Underw* 37:52+ *D* 4 '36
 Streamlining our agencies. *C. F. Liscomb. Nat Underw* 40:25+ *N* 19 '36; Same abr. *East Underw* 37:27+ *N* 20 '36; Same abr. *Ins Field (Fire ed)* 66:5 *N* 19 '36; Excerpts *Weekly Underw* 135:1252 *N* 21 '36
 Successful agency management. *B. D. Cole. Weekly Underw* 136:196 *Ja* 16 '37
 Symposium on agency management problems. *Nat Underw* 41:24+ *My* 27 '37

Collecting of premiums

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Commissions

Acquisition cost; abstracts. *L. H. Pink. East Underw* 37:44 *N* 20 '36; *Nat Underw* 40:45+ *N* 19 '36
 Agents should have part in fixing commission. *V. Cullen. Ins Field (Fire ed)* 66:4 *S* 23 '37; Same. *Weekly Underw* 137:652+ *S* 25 '37; Excerpts. *East Underw* 38:43 *S* 24 '37
 Earning an agent's commission; digest of recent cases. *J. L. Roesch. Spectator (Property ed)* 3:28-9 *O* 7 '37
 New York commissions control bill faces opposition. *East Underw* 38:1+ *Mr* 19; 20 *Ap* 2 '37; *Ins Field (Fire ed)* 66:7 *Mr* 18; 5-6 *Ap* 1 '37; *Nat Underw* 41:5+ *Mr* 18 '37; *Weekly Underw* 136:764 *Ap* 3 '37
 Rochester excess scale is studied by E.U.A. *Nat Underw* 41:8+ *Ap* 22; 4+ *Ap* 29 '37
 To enforce Eastern underwriters association scale in Rochester. *East Underw* 38:28 *My* 14 '37

Contracts

Agency contract; reply to *L. E. Falls. W. H. Bennett. Ins Field (Fire ed)* 66:17-18 *S* 23 '37

Agreement reached on interpretation of new agency contract. *W. H. Bennett. Ins Field (Fire ed)* 66:5 *O* 21 '37; Same. *Weekly Underw* 137:876+ *O* 23 '37
 Events leading to agreement on new fire contract. *W. H. Bennett. East Underw* 38:21+ *N* 5 '37
 New agency agreement unfair. *W. H. Bennett. Ins Field (Fire ed)* 66:5-6 *Ag* 5 '37; Excerpts. *East Underw* 38:14 *Ag* 6 '37; *Nat Underw* 41:3+ *Ag* 5 '37
 New fire agreement now satisfactory to companies and agents; establishes local agents as independent contractors. *East Underw* 38:1+ *O* 22 '37; *Nat Underw* 41:3+ *O* 21 '37
 New light on agreement on agency contract. *W. H. Bennett. Ins Field (Fire ed)* 66:6 *O* 28 '37; Same. *East Underw* 38:26 *O* 29 '37; Same. *Weekly Underw* 137:924+ *O* 30 '37; Same cond. *Nat Underw* 41:4 *O* 28 '37
 Ohio association's trustees criticize the agency contract. *Ins Field (Fire ed)* 66:5-6 *N* 4 '37; *Nat Underw* 41:3+ *N* 4 '37
 Reply to Bennett's comments on revision of local agency contract. *L. E. Falls. Ins Field (Fire ed)* 66:4+ *Ag* 12 '37; Same. *East Underw* 38:25+ *Ag* 13 '37; Excerpts. *Nat Underw* 41:3+ *Ag* 12 '37
 Social security problems; America Fore contract is satisfactory. *E. S. Brashears. Weekly Underw* 137:812-13+ *O* 16 '37; Excerpts. *East Underw* 38:26+ *O* 15 '37
 To review agent's status under Massachusetts Mutual's contract. *Nat Underw (Life ed)* 41:3+ *O* 29 '37

Costs

Agency operates on budget. *Nat Underw* 41:30 *Mr* 4 '37
 Expense exhibit of stock fire and marine insurance companies; a tabulation of acquisition and other costs on the earned and incurred basis. *Spectator (Property ed)* 2:10-13+ *N* 19 '36
 Finding means of reducing agency costs. *L. S. Morrison. Weekly Underw* 135:1208+ *N* 14 '36
 Method of determining how profitable an agency's production is. *A. J. McAndless and C. F. Cross. East Underw* 38:20-1 *O* 15 '37

Law

Agent owns expirations providing he meets obligations. *S. M. Hollander. East Underw* 38:27-8 *S* 3 '37; Same abr. *Nat Underw* 41:3 *S* 2 '37
 Agents are independent contractors. *Spectator (Property ed)* 3:8 *Jl* 15 '37
 Agents are not employees under Social security act but tax reserves should be maintained; abstracts. *W. H. Bennett. East Underw* 37:1+ *N* 27 '36; *Ins Field (Fire ed)* 65:4 *N* 26 '36; *Nat Underw* 40:3+ *N* 26 '36
 Agents of Kansas City Life are not employees, ruling. *Nat Underw (Life ed)* 41:1+ *Ag* 13 '37
 Agents' qualification law in Michigan is department problem. *Ins Field (Fire ed)* 66:7-8 *Jl* 15 '37
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 America Fore agents held not employees under Social security. *East Underw* 38:23 *Jl* 9 '37; *Ins Field (Fire ed)* 66:5 *Jl* 8 '37; *Nat Underw* 41:5 *Jl* 8 '37
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At needles' points; Lancashire-Cahill debate
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Knitter's calculations for circular-machine
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P. Smith. Textile World 87:1590-1 Jl '37
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KNITTING arts exhibition

Annual knitting arts exhibition. 33d, Phila-
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They put group drives under the floor;
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Manufacture

Forging and finishing steel knives; North-
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| Fuel | Liquefied petroleum |
| Alcohol as fuel | gas |
| Automobile engines— | Motor bus engines— |
| Fuel | Fuel |
| Automotive fuel | Motor truck engines— |
| Benzol (commercial | Fuel |
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| Fuel | |

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| Evaporation | Solvents |
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| Arbors and mandrels | Machine tool industry |
| Bending machines | Metal cutting |
| Broaching machines | Milling cutters |
| Chamfering machines | Milling machines |
| Chucks | Planing machines |
| Cutting machines | Pneumatic tools |
| Cutting tools | Polishing machines |
| Drilling and boring machinery | Press tools |
| Feed mechanism | Reamers |
| Gear cutting machines | Saws |
| Grinding machines | Screw machines |
| Lathes | Shapers |
| Machine shop practice | Shears (machines) |
| | Threading machines |
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| Automobiles—Manu-
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work) |
| Broaching | Machine shop prac-
tice |
| Centering (machine
work) | Metal cutting |
| Drilling and boring
(metal working,
etc) | Milling |
| Grinding | Polishing |
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| Machine shops | Rolling mills |
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| Agricultural machin-
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| Assembling methods | Dredges |
| Balancing machines | Drilling and boring
machinery |
| Balancing of machin-
ery | Dyeing machines |
| Ball bearings | Electric machinery |
| Bearings | Engineering |
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| Broaching machines | Feed mechanism |
| Bushings | Fits (machinery) |
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| Clamps | Foundry machinery |
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ery | Gas and oil engines |
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| Cotton machinery | Hoisting machinery |
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| Cranes, derricks, etc. | Hydraulic presses |
| Crankshafts | Inventions |
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etc.) | Knitting machines |
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Lubrication and lubricants
Machine shop practice
Machine tools
Machinery in industry
Mechanical drawing
Mechanical engineering
Mechanical handling
Mining machinery
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Packing
Paper making machinery
Patents
Pneumatic conveying
Pneumatic tools
Power transmission
Presses
Printing machinery
Printing presses
Pulleys
Pumping machinery
Pumps

Refrigeration and refrigerating machinery
Road making machinery
Rock drills
Roller bearings
Rolls
Rubber machinery
Screw machines
Shafts
Shoveling machines
Spinning machinery
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| Bollers, Marine | Salvage |
| Diesel engines, | Ship propulsion |
| Marine | Ship resistance |
| Gas and oil engines, | Shipbuilding |
| Marine | Ships—Electric equip- |
| Launching | ment |
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| Motor ships | Marine |
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| Subaqueous | Piles and pile driving |
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| Coal handling | Mine haulage |
| Coal loading machines | Mine hoisting |
| Coke handling | Motor trucks, Industrial |
| Concrete handling | trial |
| Conveying machinery | Ore handling |
| Cranes, derricks, etc | Pneumatic conveying |
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Engineering	Power (mechanics)
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Force and energy	Steam engines
Friction	Strains and stresses
Gases	Strength of materials
Hydraulics	Structures, Theory of
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| Consignment selling | Package goods |
| Delivery of goods | Premiums (merchandizing) |
| Department stores—Management | Price cutting |
| Display of merchandize | Price policies |
| Electric apparatus and appliances—Merchandizing | Purchasing |
| Exhibits, Traveling | Retail trade—Store management |
| Fashion | Sales, Special |
| Gas appliances—Merchandizing | Sales management |
| Gas industry—Merchandizing | Sales policies |
| Guaranty of goods | Salesmanship |
| Jobbers | Samples (merchandizing) |
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Machine work

Milling
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Electrometallurgy	Ore treatment
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 Brass
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 Gold
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Potassium	Tantalum
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| Headframes | Mine shafts |
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| Electric locomotives, Mine | Mine cars |
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Standing committees named. Spectator (Property ed) 3:7 JI 29 '37; Weekly Underw 137: 208+ JI 31 '37
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—Fuel

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Liquid fuel

Locomotives, Gas and oil

Motor trucks engines

—Fuel

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Cottonseed oil
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Fish oil
Gasoline industry
Gasoline service stations
Kerosene
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See also

Oil filters Oil refining
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OIL reclamation

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Jopoba oil
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| Diffusion | Physical instruments |
| Elasticity | Plasticity |
| Electricity | Pressure |
| Electrons | Quantum theory |
| Evaporation | Radiation |
| Expansion (heat) | Radioactivity |
| Fluids | Reflection (optics) |
| Free energy | Relativity (physics) |
| Friction | Sound |
| Gases | Steam |
| Geophysics | Strains and stresses |
| Hydraulics | Temperature |
| Hydrodynamics | Thermodynamics |
| Ionization, Electrolytic | Thermometers and thermometry |
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Electric conduits	Sewerage
Gas distribution	Water distribution
Pipe joints	

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Electrolytic corrosion
Gas, Natural—Pipe lines
Gas distribution
Gas pipes
Gasoline pipe lines
Heating from central stations

Petroleum pipe lines
Pipe laying
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Culverts	Pipe joints
Electric conduits	Pipe laying
Gas pipes	Pipe lines
Heating pipes	Piping
Mechanical equipment of buildings	Piping (power plants)
Penstocks	Plumbing
Petroleum—Well casing	Sewer pipes
Petroleum pipe lines	Steam pipes
	Tubes
	Water pipes

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See Corrosion and anti-corrosives; Gas pipes—Corrosion, Water pipes—Corrosion

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Clay—Plasticity	Viscosity
Elasticity	

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| Chromium plating | Nickel plating |
| Copper plating | Rhodium plating |
| Electroplating | Silver plating |
| Galvanizing | |

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| Osmium | Rhodium |
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See also

- | | |
|-----------------------------------|----------------------|
| Bathrooms | Plumbing fixtures |
| Drainage, House | Plumbing shops |
| Drinking water systems | Plumbing trade |
| Heating | Sanitary engineering |
| Hot water supply | Sewer pipes |
| Mechanical equipment of buildings | Sewerage |
| Pipe fitting | Solder and soldering |
| Pipe fittings | Steam pipes |
| Pipes | Swimming pools |
| | Water distribution |
| | Water pipes |

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Bathrooms
Bathtubs

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 Price answer, sales plan is based on installed cost. il Dom Eng 150:82-3 N '37
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 Plumbing shops

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POINT-of-sale advertising. See Advertising. Point-of-sale**POISEUILLE'S law**

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POISON gas. See Gases, Asphyxiating and poisonous**POISONOUS plants**

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Chain gear	Hydraulic transmis-
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Electric driving	Selsyn apparatus
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| Phonograph—Radio pick-up | Radio instruments |
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 Zephyr telephones prove their value. *il Ry Age* 103:232-3 *Ag* 21 '37

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Coal dumpers built by N. & W. embody latest improvements; unit near Norfolk, Va. *il Ry Age* 102:704-8 *Ap* 24 '37
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Dry goods
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Gasoline service stations

Grocery trade
Hardware
Instalment plan
Mail order business
Market stores
Marketing
Merchandizing
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Geochemistry	Quarries and quarrying
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Lava	Syenite

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| Acid handling | Insurance, Casualty—Preventive work |
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| Automobile drivers | Lightning arresters |
| Automobile driving | Lightning protection |
| Burns and scalds | Motor truck drivers |
| Carelessness | National safety council |
| Clothing, Protective | Poisons, Industrial |
| Disinfection and disinfectants | Railroads—Signals |
| Dust removal | Respiratory apparatus |
| Electric protective apparatus | Safety at sea and other headings beginning Safety |
| Eye—Protection | Street lighting |
| Factories—Lighting | Traffic lines |
| Factory inspection | Traffic regulations |
| Federal interdepartmental safety council | Traffic signals |
| Fire protection | Trespass |
| First aid in illness and injury | Workmen's compensation |
| Gas detectors | |
| Gas masks | |
| Inflammable mixtures | |
| also subdivision Safety devices and measures or Safety measures under special subjects, e.g. | |
| Automobiles | Handling of materials |
| Aviation | Machinery |
| Blasting | Mining engineering |
| Building | Motor trucks, Industrial |
| Chemical plants | trial |
| Chlorine | Newspaper offices |
| Coal mines and mining | Petroleum refineries |
| Electric equipment | Presses |
| Electric utilities | Public works |
| Electricity in mining | Railroads |
| Engineering | Roads |
| Gas appliances | Sheet metal handling |
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| | Street railroads |

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- Up goes off-season volume; Estate Stove uses free coal campaign for seventeen years. *il* *Ptr Ink* 180:32, 36-7 *S* 16 '37

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Advertising campaigns**Sales contests****SALES conferences**

- These sales meetings click because they discuss current events. F. E. Kunkel. *Am Gas J* 147:47-8 *N* '37
- Twenty ideas for keeping salesmen awake and alert at sales meetings. G. L. Willman. *Sales Management* 41:82, 84 *O* 10 '37

SALES contests

- Alarm clocks for lagging salesmen. *Am Business* 7:24 *N* '37
- Big boss and his men; sales manager who keeps 500 salesmen happy; Roberts of Allis-Chalmers. A. M. Howe. *Ptr Ink* 179:105-9 *My* 13 '37
- Contest helps White agency to win Connecticut trophy again. *Sales Management* 41:60 *O* 1 '37
- For ten years Federal Electric has staged this cup contest. *Sales Management* 41:90 *O* 10 '37
- Four sales contest plans; help men earn way to E. L. Bruce co. cruise sales convention. *Ptr Ink* 178:71+ *F* 4 '37
- Hitting the lofty quota heights of 243.1 per cent; Ohio fuel gas company. H. C. Minnich. *il* *Am Gas J* 146:15-16 *Mr* '37
- Home-spun contests. G. G. Smith. *Ptr Ink* 180:43-4+ *Jl* 29 '37
- National gas water heater campaign. R. E. Williams. *Am Gas J* 147:27-8 *Ag* '37
- Planning for profits in the Golden faucet sales contest; abstracts. R. E. Williams. *il* *Am Gas Assn. Mo* 19:50-2 *F* '37; *Am Gas J* 146:41-2 *Ap* '37
- Prize contests among a manufacturer's own salesmen. F. H. Waggoner. *il* *Adv & Sell* 29:32+ *Ag* 26 '37
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- Refrigerator sales contest prize money buys boat ride for tenement children and mothers. *il* *Gas Age* 80:14 *Ag* 19 '37
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- School days put fun in sales. F. E. Kunkel. *Gas Age* 80:29-30 *Ag* 19 '37
- Southland Life jumps insurance applications by essay contest. *Sales Management* 41:86-7 *O* 10 '37
- Ten contests for salesmen. *il* *Ptr Ink* *Mo* 35: 17-20+ *Je* '37
- This printing firm builds business by hatching sales contest ideas for customers. W. S. Henson. *Sales Management* 40:256+ *F* 1 '37
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- We doubled sales during our dullest months; Northwestern furniture company. C. A. Netzhammer. *il* *Am Business* 7:22-3+ *S* '37
- Winners; water heater sales contest survey. *il* *Dom Eng* 148:78-9+ *D* '36
- Ye old pill shelfie; sales contest devised by Public service company of Colorado. C. B. Wyckoff. *il* *Am Gas J* 147:45 *N* '37

SALES contests, Dealers' salesmen

- Contest for retail salesmen jumps mattress sales 40%; Perfection mattress and spring co. *il* *Sales Management* 40:246 *F* 1 '37

SALES contests, Employees'

- All-employee sales contest; Ohio public service company. K. L. Ede. *il* *Ptr Ink* 180: 55-7+ *S* 30 '37

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- Blimp race; General Electric's variation of sales-contest idea. *Ptr Ink* 180:29+ *S* 9 '37

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- Jobbers' sales contests; some do's and don'ts. E. B. Weiss. *Ptr Ink* 179:70-1+ *My* 20 '37
- 104 jobbers work together; contest sponsored by the National enameling and stamping company. *il* *Ptr Ink* 181:27+ *O* 21 '37
- Premiums for jobbers' salesmen. F. H. Waggoner. *il* *Adv & Sell* 29:33+ *S* 9 '37
- Will jobbers' salesmen respond to a contest? here's one answer; Devoe & Raynolds offer trip to Bermuda. *Sales Management* 41:88 *O* 10 '37

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- Four sales contest plans; help men earn way to E. L. Bruce co. cruise sales convention. *Ptr Ink* 178:71+ *F* 4 '37
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- Service-weight convention; Brown Durrell company. W. V. K. Gillett. *Ptr Ink* 180:80+ *S* 16 '37
- Showmanship for the sales convention. *il* *Sales Management* 41:85 *O* 10 '37
- Twenty ideas for keeping salesmen awake and alert at sales meetings. G. L. Willman. *Sales Management* 41:82, 84 *O* 10 '37

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- Play shows nine types of buyers. *Am Business* 7:49 *N* '37

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- Sales cost plan *Adv & Sell* 29:52-4+ *My* 20 '37
- Sales cost under R-P law; figures to show how much less it cost Bird & son to sell Montgomery Ward & co. than other retailers. *Business Week* p18 *S* 4 '37
- What does it cost to sell ranges? *Elec W* 107:884-5 *Mr* 13 '37

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Salesmen—Expenses

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- Better profits from industrial advertising. A. W. Ramsdell. *Ptr Ink* 181:6-8+ *O* 7 '37
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- Isolate for profit! A. E. Haase. *Ptr Ink* 180: 16-17+ *Jl* 1; 69+ *Jl* 8 '37
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- How credit can help sales. R. Meyer. *Ptr Ink* 180:89-90 *S* 16 '37
- How 41 big firms initiate and clear sales and advertising budgets. J. A. Murphy. *Sales Management* 41:20-2+ *S* 15; 30+ *O* 1; 22+ *O* 20 '37
- Sales and credit fight; P. I. study shows departments are now getting closer. *Ptr Ink* 180:76-8+ *Jl* 29 '37
- Team work; sales and credit divisions of Scott paper company. J. C. R. Whiteley. *Ptr Ink* 180:67-8+ *Ag* 26 '37

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Production and sales,
Coordination of

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SALES finance companies. See Finance companies

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Action in sales letters; last paragraph is most important part. F. Egner. Ptr Ink 179:86, 88-9+ My 20 '37

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Direct mail is personalized; four letters to industrial buyers; Hancock valves. L. H. Brendel. Il Ptr Ink Mo 34:34+ Ja '37

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Complaints

Follow-up systems
Letterheads

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New sales policies pull Quaker City out of the red. F. C. Millhoff. Sales Management 40: 810-11 Ap 20 '37

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Advertising
Automobiles, Salesmen's
Dealer helps
Display of merchandise
Employees as salesmen
Follow-up systems
Gas companies—Salesmen
Marketing
Printing trade—Salesmen

Production and sales,
Coordination of
Prospect lists
Sales contests
Sales conventions
Sales manuals
Sales policies
Sales promotion
Sales records
Sales territories
Salesmanship
Salesmen

Junior salesmen

Get your junior salesmen for 1937. P. Hillery. *Adv & Sell* 28:80+ F 11 '37

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Letters that salesmen like. L. E. Frailey. *Am Business* 7:11-13, 52 Ag '37

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Ten things I'd like to train my boss to do, by a salesman. *Sales Management* 41:21 Jl 1 '37

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Does it pay to support a sales managers club? Milwaukee says yes! *Sales Management* 41:88-90 S 15 '37

Four salesmen—one order; competitive sales presentation for sales meetings. *Am Business* 7:36-7 F '37

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How Dennison induced retailers to stock and push babypads. *Sales Management* 41:41 O 20 '37

Nine questions you must answer before you write and publish a manual for your salesmen. B. Bigelow. *Sales Management* 41: 15-16 O 10 '37

Railroad wakes up to cash its dormant sales opportunities; Illinois Central's freight manual. *Il Sales Management* 40:544, 546 Mr 15 '37

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Tips on making sales manuals, and getting them used. W. Wright. *Sales Management* 40:129-40 Ja 15 '37

What shall we put in our sales manual? *Il Sales Management* 41:17 O 10 '37

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Printer will do it much better says wise promotion director; Fidelity's sales manuals. W. H. Connelly. *Il Inland Ptr* 68:33 Ja '37

SALES manuals, Retail

Again, to help dealers sell; Goodrich Red book. *Il Ptr Ink* Mo 35:26+ Ag '37

Three-point re-sale program; Florence stove company. *Ptr Ink* Mo 25:90 Je '37

SALES plays. See Sales conventions—Plays**SALES policies**

Depression success story; Delta manufacturing company, mail-order company with one product, expanded into dealer distribution and entered industrial market. E. E. Tautz. *Il Ptr Ink* 178:16-17+ Mr 25 '37

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Marketing policies that pushed Dumore sales to an all-time high. L. B. Colby. *Il Sales Management* 41:16-18 Jl 1 '37

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New industry sets sales record; Covered wagon co. J. E. Roberts. *Ptr Ink* Mo 34:44+ Ja '37

New sales policies pull Quaker City out of the red. F. C. Millhoff. *Sales Management* 40: 810-11 Ap 20 '37

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Penny for your product; an analysis of the one-cent sale, manufacturer style. *Il Ptr Ink* 179:6-8, 79-81+ My 20; 37-40+ My 27 '37

Planned, organized, timed; merchandising can be designed and geared to sell goods for an industry that has reached maturity. G. E. Ingersoll. *Ptr Ink* 178:115-16 Ja 28 '37

Popular-priced line speeds sale of quality goods; Henry Diston and sons. *Il Am Business* 6:18-19+ D '36

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Sales and credit hook-up. C. O. Zimmerman. *Ptr Ink* 177:41+ D 17 '36

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Advertising allowances
Advertising policies
Catalogs
Christmas business
Consignment selling
Credit
Dealer helps
Dealer relations

Discount, Trade
Display of merchandise
Guaranty of goods
Installment plan
Jobbers
Marketing
Premiums (merchandizing)

SALES policies—See also—*Continued*

Price fixing
Price fixing, Resale
Price policies
Private brands
Products, Improved
Products, Secondary
Retail stores, Manufacturers'
Returned goods
Sales management
Sales promotion
Sales territories
Salesmen and credit
Samples (merchandizing)

Combination selling

Big sales in a hurry; contests, deals and premiums. C. N. Cahill. *Il Am Business* 7:28-9+ Ja '37

Combination sales deals. *Am Business* 7:45 F '37

Co-operating competitors; unusual tooth powder-toothbrush combination. P. H. Erbes, Jr. *Ptr Ink* 180:15-17+ S 23 '37

Dr West-Calog special deal goes over with a bang. *Sales Management* 41:17 O 20 '37

Merchandising teamwork; combination package of Campana's Italian balm and Procter & Gamble's Drene shampoo. D. Gridley. *Il Ptr Ink* Mo 34:21+ Ap '37

Price-fixing dodge; drug manufacturers offering combination deals at lower prices. *Business Week* p30-1 S 18 '37

Free goods

Deals and the jobber. E. B. Weiss *Ptr Ink* 180:79-80, 82-4 JI 15: 58+ Ag 26 '37

Retail druggist speaks up. R. H. Machesney. *Il Adv & Sell* 29:29+ O 21 '37

Free trial

Free trial offer sells regulators. *Sheet Metal Worker* 27:630+ D '36

Rebuilt cleaner sales find many prospects. A. H. Van Voris *Am Business* 7:23 Ap '37

Selective selling

Better profits from industrial advertising. A. W. Ramsdell. *Ptr Ink* 181:6-8+ O 7 '37

How we minimize the problem of wasted selling effort; Butler brothers. J. F. Martino *Sales Management* 40:339+ F 15 '37

Selective selling wins; milk dealer's experience. W. A. Underwood. *Il Food Ind* 8:622-3 D '36

Too many little fellows; folly of measuring sales performance by number of customers. P. T. Cherington *Ptr Ink* 180:46+ Ag 5 '37

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Branches and advertising. *Ptr Ink* 178:45+ Ja 7 '37

Circuses become a basic part of Beech-nut promotion scheme; semi-permanent circuses at Atlantic City, Long Beach and Coney Island. L. M. Hughes. *Il Sales Management* 41:28, 32 JI 1 '37

Gulliver's Life Savers. *Il Adv & Sell* 28:56 N 19 '36

Idea, then a hat; Brewster hat company used re-sale promotion to get and keep department-store distribution. G. W. Jones. *Il Ptr Ink* 177:69-70+ N 19 '36

Market research aids industrial sales promotion; General electric co. E. J. Klock. *Mech Eng* 59:230+ Ap '37

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Sales promotion defined. L. M. Cottin. *Ptr Ink* 178:63-4+ Ja 7 '37

Ten promotion plans that clicked. A. H. Van Voris. *Il Am Business* 7:22-3, 26-7 Ap '37

35 manufacturers join in Home Guild plan to sell club women. L. B. Colby. *Il Sales Management* 40:825, 828+ Ap 20 '37

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See also

Employees as sales promoters
Exhibits, Traveling

Retail trade—Manufacturers' demonstrations

SALES quotas

Quantitative market analysis; scope and uses; total, territorial, and individual sales quotas. L. O. Brown. *Harvard Business*

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Why I never tell a salesman he has to lick a quota. C. N. Cahill. *Sales Management* 40:296-8 F 15 '37

SALES records

Automatic dealer credit check system; salesman's route book. L. F. Rosenberger. *Il Ptr Ink* Mo 35:58+ O '37

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How we keep track of sales and inventories; Scholl manufacturing company. J. L. Reinshagen. *Il Am Business* 7:24-5+ O '37

Sales control plan to cut the guesswork out of production. G. A. Lang. *Sales Management* 40:1092+ Je 1 '37

Sales control system for outside salesmen that keeps sales in high. F. Merish. *Il Am Gas J* 146:23-4 Ja '37

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Weak spots in sales operation: how to find and correct them. G. A. Lang. *Il Sales Management* 40:638-42 Ap 1 '37

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What facts should be known before using premiums. F. H. Waggoner. *Il Adv & Sell* 29:32-3, 44+ Ag 12 '37

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Market research
Market surveys

SALES statistics

How goods are moving from producer to retailer; percentage of gain or loss for 1937 compared with 1936. *Business Week* p22 O 9 '37

Index of grocery chain store sales. R. L. Osborne. *Survey of Cur Business* 17:14-16 My '37

Manufacturers' and wholesalers' sales and collections survey. Published in monthly numbers of Credit and financial management

Need for credit research. E. L. Lloyd. *Credit & Fin Management* 38:10-12+ D '36

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Summary of the census of wholesale distribution, 1935. map *Survey of Cur Business* 17:10-13 Ja '37

Summary of the retail census of 1935. map *Survey of Cur Business* 16:14-17 D '36

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SALES tax

Artists to fight sales tax. *Ptr Ink* 180:64 S 2 '37
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 Sales taxes prove unfair to small merchants in the tax-exacting states. W. M. Colmer. Sales Management 41:62 J1 15 '37
 State sales taxes and the cost of food. H. E. Riley. Monthly Labor R 44:241-5 Ja '37
 Tax on fuel oil injures industry, workers, public. Nat Pet N 29:54, 56-7 My 12 '37

Accounting

- Incidence of taxes, visible and invisible; Mountain states telephone and telegraph co, Denver. P. E. Remington. N A C A Bul 19:87-106 S 15 '37
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| Classifiers | Screens |
| Cream separators | |
| Evaporators | |

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Furniture, Steel	Stamping
Pipes	Tin cans
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| Clay | Loess |
| Drainage | Reclamation of land |
| Earthwork | Roads—Subgrades |
| Erosion | Sand |
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Crystallization	Precipitation
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Dilution, Heat of	Solubility
Electrolysis	Solvents

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Acetone	Cleaning compositions
Alcohol	
Alcohols	Commercial solvents
Ammonia	corporation
Benzene	Glycol
Butyl alcohol	Isopropyl alcohol
Carbon disulfide	Methanol
Carbon tetrachloride	Methyl chloride
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Smoke

SOOT blowers

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Noise

Soundproofing
Vibration

Absorption

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See also

Interferometers, Sonic
Loud speaking apparatus
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| Locomotives | Steam turbines |
| Marine engines | Steamboats |
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| Heating from central stations | Steam plants—Combine power and heating |
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 Electric plants
 Feed water
 Hydroelectric plants
 —Auxiliary plants

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Chromium steel	Steel, Cold working
Concrete, Reinforced	Steel, Corrosion resisting
Concrete piling—Steel encasement	Steel, Hardening of
Corrosion and anti-corrosives	Steel, Heat resisting
Electrolytic corrosion	Steel, Heat treatment of
Foundry practice	Steel, Reinforcing
Freight cars, Steel	Steel, Stainless
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Magnetism	Steel alloys
Manganese steel	Steel castings
Molybdenum steel	Steel construction
Nickel steel	Steel forgings
Open hearth process	Steel houses
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Steel ingots
Steel works

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Steel strikes

Steel works—Safety devices and measures

Russia

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Carnegie-Illinois combines two plants. Iron Age 140:60 JI 1 '37

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Foundries
Rolling mills

Steel metallurgy
Steel workers

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Employees

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Granite
Gravel
Limestone

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Road materials
Rock products
Rocks

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Cold storage

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Racks

Stores systems

Warehouses

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Stores (retail trade)

Retail trade—Store

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Chain stores
Department stores
Drug stores
Electric shops (retail trade)
Florists' shops
Food stores

Grocery stores
Jewelry stores
Market stores
Plumbing shops
Retail trade
Shoe stores
Show windows
Store buildings

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Lightning
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Winds

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See also

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Fructose	Sorbose
Glucose	Sugar
Optical rotation	

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Aircraft

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Automobiles

Barges

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Traffic surveys

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Trolley buses

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ArchitectureClassical architecture not essential *J. Hudson*. *plan Arch Rec* 32:54-5 Ag '37**Federal reserve board building**Address by the President of the United States at the official opening. *front Fed Res Bul* 23:1061-2 N '37Dedication by President Roosevelt of Federal Reserve building. *Comm & Fin Chr* 145:2626 O 23 '37Federal Reserve home *H. D. Ralph*. *Il* Burroughs Clearing House 21 13-15+ S '37New Federal Reserve building *Fed Res Bul* 23 835-8 S '37**Galleries and museums**Biggest gift by a citizen to a nation is Mr. Mellon's art collection, with eight col. reproductions. *Fortune* 15 130-8 My '37Washington art museum. *Il* plans *Am Arch* 150:4 Mr '37**National archives building**Electrical power supply for new Archives building. *F. Graf*. *diags Elec J* 33:536-7 D '36**Sewerage**Sewage disposal for the nation's capital. *F. A. Marston*. *Il* diag plan map *Eng N* 118:431-6 Mr 25 '37**Streets**Concrete pavement and base embody latest research. *H. F. Clemmer*. *Il* diags *Eng N* 117:715-17 N 19 '36How unusual intersection problems at Washington were handled *W. A. Van Duzer*. *Il* diags *Roads & Sts* 80 37-41 Mr '37**White House**White House; an informal history of its architecture, interiors and gardens. *E. Lewis* 330p \$3 Dodd '37**WASHINGTON award**Dr. F. G. Cottrell wins Washington award for 1937. *Elec W* 107:438 Ja 30 '37; *Elec Eng* 56:283 F '37; *Refrig Eng* 33:163 Mr '37Washington award conferred on F. G. Cottrell; with list of those receiving award since its foundation. *Science* 85:95 Ja 22 '37Washington award for 1937; presentation to Frederick G. Cottrell. *E. J. Mehren*. *W Soc E J* 42 65-7 Ap '37**WASHINGTON gas light company**Preferred stock offered. *Comm & Fin Chr* 145:294 JI 10 '37**WASHINGTON national insurance company of Chicago**Company has been growing rapidly. *Nat Underw (Life ed)* 41:6+ JI 30 '37**WASHINGTON university****Bibliography**Publications of the University of Washington faculty, November 4, 1861-March 31, 1936. *C. J. Kelly*, comp. (Library ser. no. 1) pa \$1.50 Univ. of Washington, Seattle '37**WASHINGTON water power company**Income statement for 12 months ended Dec. 31, 1935 and 1936. *Comm & Fin Chr* 145:294-5 JI 10 '37**WASHROOMS. See Lavatories****WASON, Leonard Chase, 1868-1937**Sketch. *por Am Concrete Inst J* 8:sup[news letter]3-4 My '37**WASTE**Clerical and accounting waste in industry. *F. G. Laramee*. *J Account* 62:448-53 D '36Forgotten wastes; telephone, insurance, forgotten securities, bad debts, etc. *H. H. Haught*. *Factory Management* 95:51-2 Ap '37Kampf um 1½ Milliarden. *Il Zeit Ver Deutsch Ing* 80:1373-4 N 14 '36Manufacturing wastes; their occurrence, reduction and recovery in the pulp and paper industry. *C. W. Thomson*. *Pulp & Pa of Can* 37:747-9+ D '36Preventing waste in industry. *T. H. Owens*. *Mach* 43:247 D '36Profits from overhead result from elimination of waste in power loss. *Steel* 100:56 Ja 18 '37Wastes, profits and management; occurrence, reduction, and recovery of manufacturing wastes in the pulp and paper industry. *M. M. Rubin*. *Pulp & Pa of Can* 38:14-21 Ja '37Water cost reduced 40%; waste prevention at East Pittsburgh plant of Westinghouse electric & mfg co. *C. J. Zetler, jr*. *Il Power* 81:136-7 Mr '37Where, oh where did our profits go? value of a profit-control committee. *J. Garth*. *Am Business* 7:20-1+ N '37

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Conservation of resources
Paper mills—Waste
Petroleum refineries
Waste
Rubber waste
Salvage (waste, etc.)Scrap metal
Trade waste
Waste fuel
Waste heat
Waste paper
Waste products
Water waste
Wood waste**WASTE, Utilization of**Aufarbeitung von beizablaugen *F. Heinrich* and others. *bibliog diag Stahl & Eisen* 57:757-61, 789-93, 813-17, 838-40 JI 8-29 '37; Discussion. 57:840-3 JI 29 '37Distillery waste troubles in Maryland; feeding and fertilizer use *Pub Works* 68:39 Ag '37Laboratory studies of sulphite waste liquor. *H. K. Benson*. *bibliog Paper Tr J* 104:31-2 Mr 25 '37Pollution of River Raisin by beet-sugar factory wastes *W. D. Loreaux*. *Il Water Works & Sewerage* 84 338-9 S '37Sulphite liquor disposal *H. K. Benson*. *Can Chem & Met* 21 306-7+ S '37Utilization of kraft lime mud for the preparation of bisulphite cooking liquor. *O. Kress* and *E. H. Williams*. *Paper Tr J* 104:50-1 My 20 '37Utilisation of waste sulphite liquors; powdered sulphite waste in soaps *G. S. Ranshaw*. *Chem Age (Lond)* 37:55 JI 17 '37Waste into profit; peanut shells used as fuel for vacuum refrigeration system in candy factory. *W. W. Moss*. *Food Ind* 9:186-7 Ap '37

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Refuse, Utilization of
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Salvage (waste, etc.)
Sewage, Utilization ofSewage sludge as fertilizer
Waste fuel
Waste products**WASTE fuel**Power production from tropical vegetable waste *X. Soehner*. *Il diags Engineering* 143:569-71, 599-600 My 21-28 '37Steam raising with spent tan. *Il Engineer* 163:275 Mr 5 '37

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Boilers, Waste heat	production
Coke-oven gas	Steam plants—By-
Heat exchangers	product power
	Waste fuel

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Farm produce—In-	production
dustrial uses	Slag
Flue dust	Smelter fumes
Flue gas	Straw
Gas manufacture—	Sulfite liquor
By-products	Tailings
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| Drying | Pumping |
| Erosion | Rain and rainfall |
| Feed water | Rivers |
| Floods | Sea water |
| Humidity | Solution (chemistry) |
| Hydration | Steam |
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